

The NATIONAL UNDERWRITER



*Protect Today's
Increased
Values*

Company loss reports today show considerable under-insurance to value, with resultant application of the Co-insurance Clause in some cases. Please read and absorb the actual case history illustrated above. It was taken from our files and shows the crying need today for **FULL INSURANCE TO VALUE!** Show these figures to your insured now and recommend they carry **INCREASED INSURANCE** in line

with today's high replacement costs. If you can quote similar case histories from your own knowledge, so much the better!

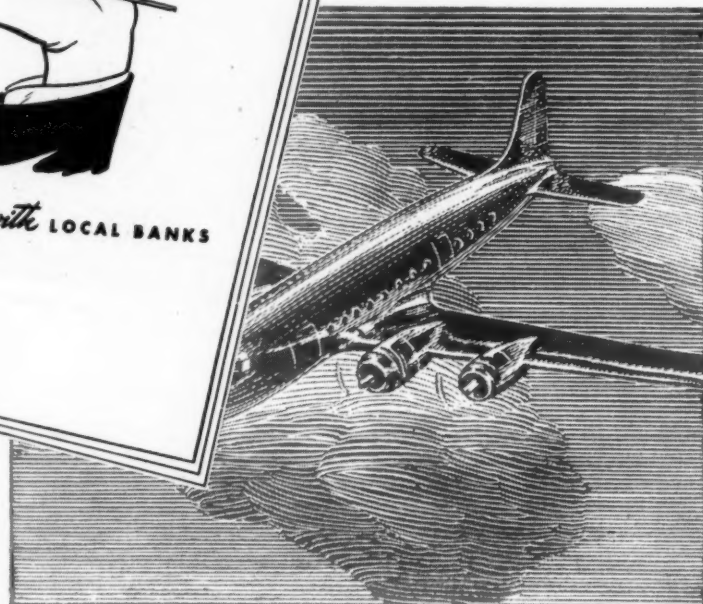
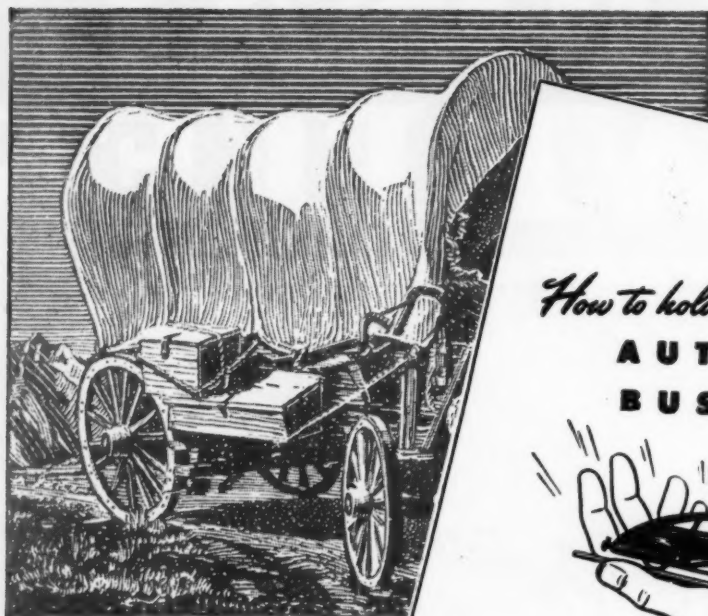
Our "Co-insurance Clause Explained" folder is acknowledged by authorities to be the best explanation of its kind. Write our Advertising Department for a supply of it and samples of effective sales material on increased costs.

NORTH BRITISH AND MERCANTILE INSURANCE COMPANY LIMITED
THE PENNSYLVANIA FIRE INSURANCE COMPANY
THE COMMONWEALTH INSURANCE COMPANY OF NEW YORK
THE MERCANTILE INSURANCE COMPANY OF AMERICA
THE HOMELAND INSURANCE COMPANY OF AMERICA

150 WILLIAM STREET, NEW YORK 8, N. Y.

NEW YORK : PHILADELPHIA : BOSTON : DETROIT : CHICAGO : SAN FRANCISCO

THURSDAY, SEPTEMBER 6, 1945



Still Pioneering in our 100th Year

The American Agency System faces a serious problem. Automobile insurance is a big business. In 1941, the last normal year before the war, stock insurance companies wrote nearly \$600,000,000 worth of automobile policies.

Yet when automobiles are again manufactured, agents are in danger of losing, to various automobile finance plans, a high percentage of the physical damage insurance and possibly a considerable amount of casualty coverage as well.

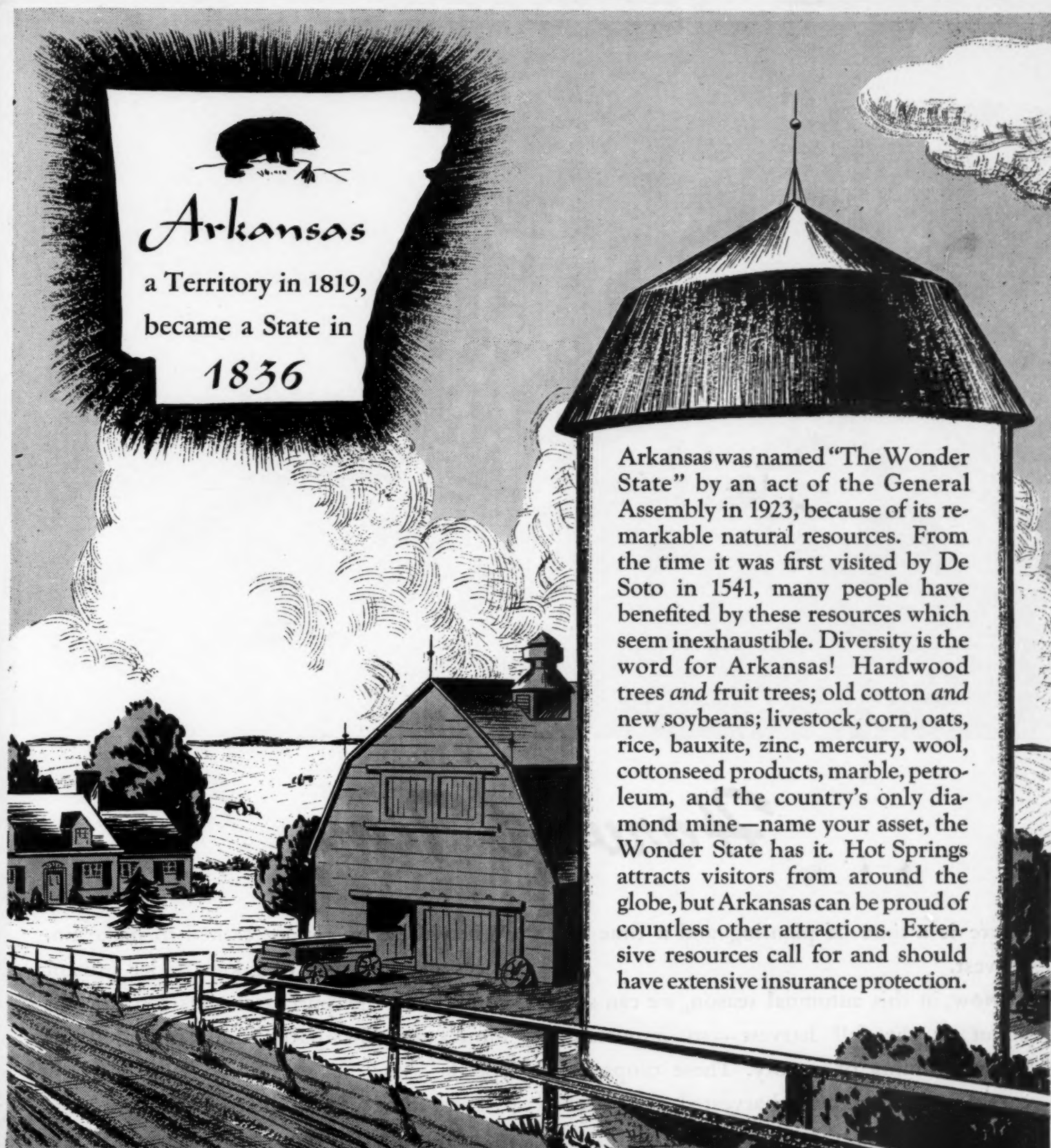
Fortunately, the growing interest of local banks in the financing of consumer car purchases suggests a way in which agents can meet this competition.

The booklet illustrated above, "How to Hold Your Automobile Business," presents a practical and detailed plan that may solve the agent's problem of controlling the insurance on financed cars. Bank, car buyer and agent all benefit from this plan . . . reason enough to justify its vigorous sup-

port by every local agent, if only as a matter of self interest.

The preparation of this booklet, designed to promote and protect the interests of the American Agency System, is but another evidence of the pioneering activities of this Company, and its affiliates, through a century of service. Copies are available to any agent on request.





Arkansas

a Territory in 1819,
became a State in

1836

Arkansas was named "The Wonder State" by an act of the General Assembly in 1923, because of its remarkable natural resources. From the time it was first visited by De Soto in 1541, many people have benefited by these resources which seem inexhaustible. Diversity is the word for Arkansas! Hardwood trees and fruit trees; old cotton and new soybeans; livestock, corn, oats, rice, bauxite, zinc, mercury, wool, cottonseed products, marble, petroleum, and the country's only diamond mine—name your asset, the Wonder State has it. Hot Springs attracts visitors from around the globe, but Arkansas can be proud of countless other attractions. Extensive resources call for and should have extensive insurance protection.



CRUM & FORSTER

MANAGERS

110 WILLIAM STREET • NEW YORK, N. Y.

United States Fire Insurance Co.

The North River Insurance Co.

Westchester Fire Insurance Co.

The Allemannia Fire Insurance Co. of Pittsburgh

Organized 1824

Organized 1822

Organized 1837

Organized 1868

Richmond Insurance Co.

Western Assurance Co., U. S. Branch

British America Assurance Co., U. S. Branch

Southern Fire Insurance Co., Durham, N. C.

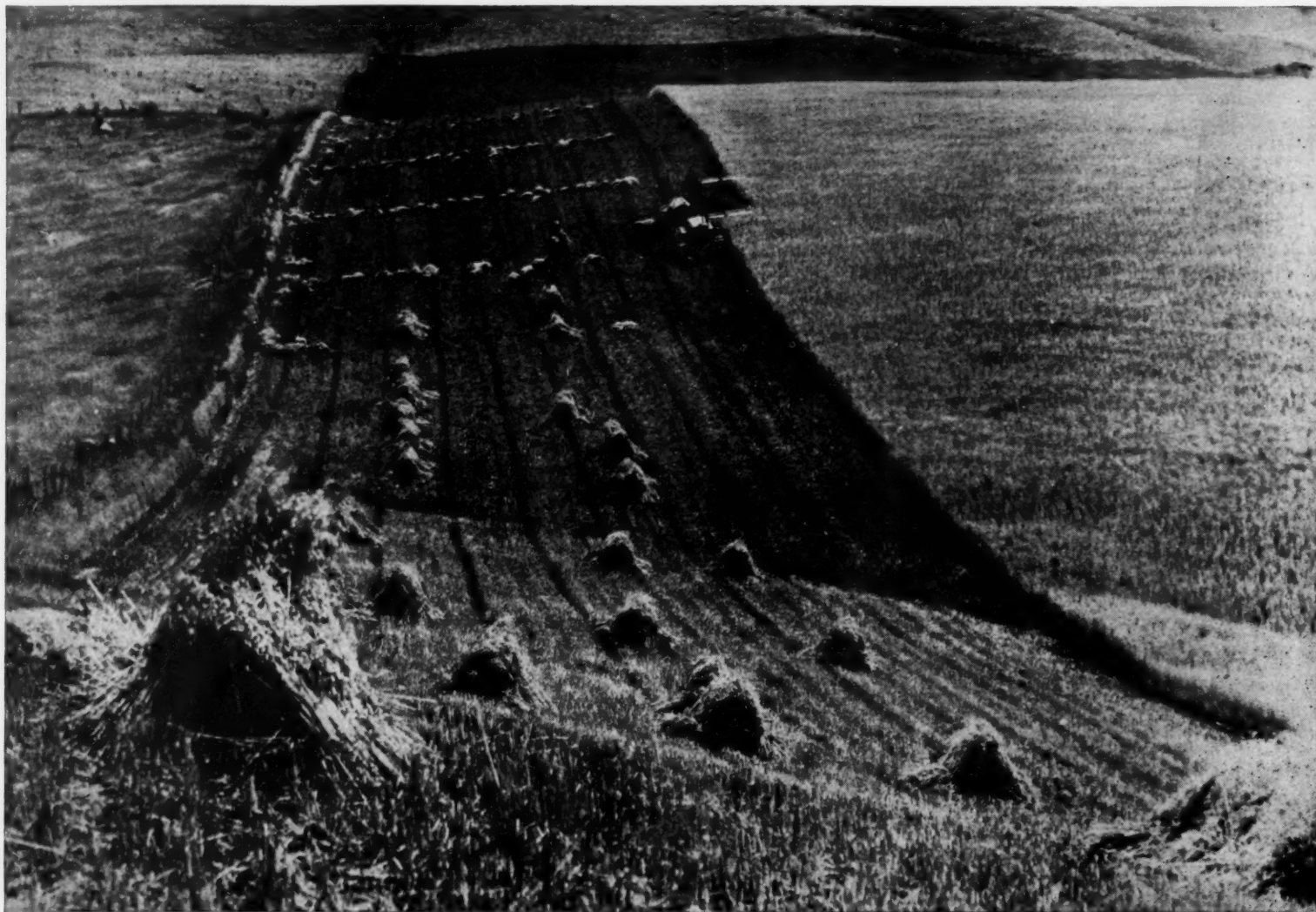
Organized 1836

Incorporated 1851

Incorporated 1833

Incorporated 1923

WESTERN DEPT., FREEPORT, ILL. • PACIFIC DEPT., SAN FRANCISCO • SOUTHERN DEPT., ATLANTA • ALLEGHENY DEPT., PITTSBURGH • CAROLINAS DEPT., DURHAM, N. C.



Harvest Time

There is a time of planting and a time of harvest.

Now, in this autumnal season, we can see about us the full harvest—so important in the winning of victory. These crops, so carefully planted, were harvested only after they had reached their full maturity.

This planting and harvesting process can be, indeed should be, applied to the purchase and holding of Victory Bonds.

Most Americans have invested their funds in U. S. Government Bonds, earmarking that money for a definite future purpose. To cash them prematurely, is to defeat the objectives for which they were purchased.

When these bonds are cashed to make unnecessary purchases of goods under present conditions, the purchaser gets less for his money and dissipates funds intended for specific uses.

Next time you think of cashing in your bonds—think of the day when you will get your money's worth and *more*. Hold them and remember why you bought them.

★ THE HOME ★
Insurance Company
NEW YORK

FIRE ★ AUTOMOBILE ★ MARINE INSURANCE

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Minnesota Agents Elect Knudsen as New President

**Howard Williams Gives
Post-war Blue Print
for Local Agent**

NEW OFFICERS ELECTED

President—William Knudsen, Hibbing.

Executive Committee—George A. Thompson, Minneapolis, chairman, Howard Williams, Mankato; George V. Fevig, Moorhead; Clifford E. Gesme, Benson; Jesse D. Bradley, Duluth; J. Vick Merrill, St. Paul; Francis V. McGovern, Rochester; C. R. Hewitt, Dorset; Edmund D. Swanberg, Worthington; Jack M. Kudrna, Robbinsdale.

ST. PAUL—A post-war blue print for the local agent was drawn by Howard Williams, Mankato, in his address as president of the Minnesota Association



Howard Williams



Wm. Knudsen

of Insurance Agents at the one-day annual meeting here Wednesday.

William Knudsen of Hibbing was elected president to succeed Mr. Williams, who became a member of the executive committee.

"This is post-war; plans are in effect; are you and I ready?" President Williams asked as he listed some of the sales possibilities in the period immediately ahead.

"Are we well posted on the features of aviation insurance? Have we considered medical reimbursement coverage to eligible manufacturers and contractors and O. L. & T. policyholders, just as we have for comprehensive liability and auto liability? Are we writing the unusual coverages which might be compared to the agent in Texas who insured silkworms on a nearby project?"

Fourfold Prospect List

Then he asked if agents are ready for the new fourfold prospect list:

"First, the salaries of some executives were frozen. With any relaxation in present salary restrictions, will we be the first to see them when raises are received?"

"Second, many businesses, ranging in size from small to large, whose activities have been sharply curtailed by lack of materials or help or both, will receive the green light. You will find that the men who run them or those who work in them will be good prospects.

"Third, new business will open in most communities when competition be-

(CONTINUED ON PAGE 12)

Clearing Plants of War Items Causes Insurance Needs

Local agents and companies these days are receiving numerous requests from manufacturers for coverage on equipment and stock, either raw material, in process or finished, that is being moved out of plants or otherwise transferred. These shifts are creating some stock piles of substantial size and problems of insurance capacity are being created. By and large the companies are extending themselves to accommodate agents and assured, but there is a good deal of shopping for cover just now. This is undoubtedly having quite a stimulating effect for reinsurers.

A number of the manufacturers are trying to clear their plants of machinery that was used in manufacturing war products and are also trying to clear the plant of the product itself so as to make way for the manufacture of peace time items. In connection with some of these moves what is wanted is blanket, floater cover giving protection for the total amount of the machinery and stock involved, wherever it may be located. The assured may be moving fast and he may not know when he orders the insurance in just what buildings the material will be stored or in what amounts. There is one assured, for instance, that is transferring finished stock from its plant to buildings on a fair grounds.

No Moral Hazard

The fact that the value of these stock piles is questionable is not causing the insurers much concern. Many of these articles seem to have no use except for war purposes but that remains to be seen. These orders are coming from large manufacturers of unimpeachable reputation and there is no moral hazard element involved.

What is happening today is the reverse of what took place prior to the war when manufacturers were converting for war work. The automobile manufacturers, particularly, moved their presses and other equipment out of the plants and many of them stored that equipment in the open, protecting it by cellophane, tarpaulins, temporary sheds, etc. Much of this equipment in the open and in temporary storage has been insured. Now it will be moved back into the plants and war equipment and stock removed elsewhere and insured there.

Outline Program for Missouri Agents Meeting

Governor Donnelly and Superintendent Scheufler will be the principal speakers at the annual meeting of the Missouri Association of Insurance Agents to be held at the Governor Hotel in Jefferson City Sept. 13.

At 10 a. m. there will be a meeting of the executive committee, with George Clayton of Hannibal, chairman, in charge. It will be open to members. President Harry Gambrel of Kansas City, will preside at the afternoon session. He will give his annual report, as will Executive Secretary B. G. Gregory of St. Louis, Treasurer Oden D. Prowell of St. Louis, and various committees by their chairmen: Publicity and education, Otto Westerfield, Kansas City; legislation, John J. O'Toole, St. Louis; finance, Mr. Prowell; membership, Edmund J. Boyce, St. Louis; fire prevention, Mr. O'Toole, and rules and forms, L. E. Bright, St. Louis.

Gov. Donnelly will be at home at a session of insurance agents since for many years he has been interested in

I.A.C. New York Meeting Enlarged to 2-Day Session

NEW YORK—The Insurance Advertising Conference has altered its plans for its annual meeting, extending the convention over a two-day period. The meeting will be held here Oct. 17-18 in Hotel Roosevelt. The original plans called for a one-day session.

The first morning will be devoted to a panel discussion on public relations and in the afternoon there will be a forum on insurance advertising entitled "Let's Let Down Our Hair Regarding Insurance Advertising." The president's reception and an informal dinner with entertainment will be held that evening.

The business session and election of officers will take place Thursday morning, followed by a direct mail discussion. The program for that afternoon has not been determined nor have speakers been announced.

Census Reports Insurance Taxes

WASHINGTON—State taxes on insurance companies this year, according to preliminary census bureau figures, will total \$128 million, compared to \$125 million in 1944 and \$120 millions in 1943.

Percentage changes in such receipts are reported as 2.4 from 1944 to 1945, 6.7 from 1943 to 1945, and 4.2 from 1943 to 1944.

Figures by States

Census reports the following tax receipts in thousands of dollars from insurance companies in those states for which figures were available as follows:

State	Total
Alabama	1,521
Arizona	278
Arkansas	979
California	11,654
Colorado	1,070
Connecticut	5,124
Florida	2,352
Georgia	1,853
Idaho	401
Illinois	8,603
Indiana	3,032
Iowa	2,025
Kansas	1,302
Kentucky	1,654
Louisiana	1,900
Maine	851
Maryland	2,531
Massachusetts	2,235
Michigan	5,172
Minnesota	2,602
Mississippi	956
Missouri	3,114
Montana	471
Nevada	102
New Mexico	261
New York	17,275
North Dakota	449
Ohio	8,086
Oklahoma	1,456
Oregon	1,100
Pennsylvania	9,587
Rhode Island	1,170
South Dakota	446
Texas	6,241
Utah	576
Vermont	344
Virginia	2,652
Washington	1,939
West Virginia	1,149
Wisconsin	2,568
Wyoming	204

*Not entirely complete.

the Phil M. Donnelly agency at Lebanon, Mo., his home town.

Mr. O'Toole, state national director, will then present his report.

Under new business will be discussed issuance of a monthly publication by the association. Agents also will go into the pending financial responsibility law, which has been reported to the house by the house roads and highways committee with the recommendation that it be passed.

Texas Hurricane Does \$2 1-2 Million Insurance Damage

**Heaviest Wind Did Not
Strike Big Cities; 50
Extra Adjusters**

DALLAS—Estimates on insured losses in the Texas Gulf coast hurricane become progressively smaller as surveys became more complete. It is now believed that insurers will pay out only about \$2½ million.

The hurricane swerved just before going inland directly at Corpus Christi and remained in the gulf until it reached the little town of Port Lavaca and the 100 mile velocity tapered off to a 50 mile wind before it struck Houston. Consequently only small towns felt the full force of the hurricane.

The Fire Companies Adjustment Bureau sent 125 extra adjusters into the coastal area following 1943 storm but this time have sent in only 50 extra men. The 12 to 15 inch rain in 24 hours caused much wind driven rain damage. The hurricane was "the worst in history" only in wind velocity and rain fall but not in property damage.

Discuss Windstorm Rate Revision

The hurricane is expected to furnish more material and more statistics for discussion at the Sept. 18 public hearing before the Texas board of insurance commissioners when, among other things, the subject of revision of windstorm rates and rules will be aired. Assured and agents in the Texas coastal area want wind-driven rain protection and have said, on previous occasions, that they will pay for it. The five-year record, ending Jan. 1, 1945, of all direct windstorm business, including hail, shows that premiums are not large enough as the loss ratio in the sea coast area for that period was 134%. During the same period the loss ratio inland in Texas was 62%, a larger part of which was for hail damage.

Total premiums for tornado insurance in Texas in 1943 were \$1,293,000 and the losses were \$4,943,000; in 1942 the premiums were \$1,600,000 and the losses \$3,700,000. The Texas total premiums in 1944 for extended coverage and windstorm were some \$13,000,000 with a 52% loss ratio and a 46% expense ratio.

Former Policy Provisions

Before the present Texas policy was adopted, the windstorm insurance covered damage done by wind only as most policies in other jurisdiction did, and rain damage was not covered unless the wind and/or hail forced an opening into the building through which rain entered. Every coastal region storm caused much argument and dissatisfaction as to whether or not the wind and/or hail was responsible for the wind driven rain damage.

The commissioners sought to clarify the policy to eliminate the no-man's land and protect both assured and company. The intent of the new specific coverage condition was that the policy should cover rain damage if the wind driven rain is the result of a hurricane, either directly, or if "the wind or hail shall first make an opening in

(CONTINUED ON PAGE 13)

Asserts Biddle Did What He Was Paid to Do

D. B. Whitman of Mt. Carmel, Conn., writes as follows:

"As an insurance man who is not only willing but eager to be convinced that insurance is not commerce, I am entirely unable to follow your reasoning in your editorial in the Aug. 16 issue on Frank H. Elmore's account of the S. E. U. A. case in the 'Journal of American Insurance'."

"Apparently you really have only one criticism of Mr. Elmore, Mr. Biddle, and the Department of Justice. This comes out over and over again in your editorial. You complain that they completely ignored the profound agitation and revolutionary problems . . . forced upon the insurance industry . . . by the S. E. U. A. decision. You say that the Department of Justice plunged into this case with very little, if any, consideration as to the practical consequences that would come from a government victory, that Mr. Elmore fails to mention the great stew in which the insurance business . . . finds itself as the result of the decision, and that one looks in vain for any hint from him (Mr. Elmore) as to how any of the multitudinous problems . . . can be solved. All of this is just the same song in different keys."

"If this means anything it means that you think that the Department of Justice and its prosecutors should not initiate action against lawbreakers except after making sure that such action will be convenient for all concerned. Or, if you feel that to be an overstatement of your attitude, let's turn it around: suppose (for the sake of argument) that insurance really is commerce in the legal sense. Now, should or should not its practitioners be forced to obey the law? And should or should not the federal authorities prosecute those who refuse?"

"Don't you see that there is only one possible valid criticism of Mr. Biddle's action and of Mr. Elmore's article—to establish it as a fact that insurance is not commerce? If we can do that, we really are entitled to give voice about Mr. Biddle and his department, because we will have proved them wrong in ever starting the action."

"As it is now, your complaints fall very, very flat. Naturally Mr. Elmore in his story fails to give any hint as to possible solution of the insurance carriers' mess. If he gave any such hint he would be speaking 'way outside his function. It was his business, and that of his boss, to bust trusts, and I can imagine no weaker answer than 'Maybe we're guilty, but you better not do anything about it 'cause if you do we're gonna have a lot of problems to solve!'"

"Either insurance is commerce and amenable to the federal laws appertaining thereto, or it is not. If it is, let's establish the fact and conform to the laws. If it is not, a mistake was made in failing to get exempting legislation approved by Congress—if not this Congress, another one. But in either event, it is childish to abuse the officials of the Department of Justice for doing exactly what they are paid to do, and for omitting to do what they have no business doing anyway."

A. W. Swaim with Crum & Forster

Allen W. Swaim has joined the western department of Crum & Forster at Freeport, Ill., as engineer and appraiser.

Mr. Swaim is a native of Kansas City, Kan., where he attended high school and business college and then became associated with Missouri Inspection Bureau. In 1940 he went with Employers Mutual as supervisor of the engineering, valuation and analysis department. In 1943 he became attached to the army air forces, A. T. S. C., in the civilian intelligence and procurement inspection work at Akron, O.

Planet Adds Men to Staff; Ready to Start Operating

Planet, fire and marine affiliate of Standard Accident, has added several new men to its home office staff in anticipation of immediate underwriting operations.

Arthur R. Roeben, who until recently was superintendent of the inland marine and automobile department of National Fire, has been named superintendent of inland marine underwriting. He will also act as consultant on automobile underwriting.

Russell A. Smith, who previous to his service in the armed forces as lieutenant in the field artillery was with North British in its New York and Detroit offices, has been named chief underwriter.

W. H. Rolan of the Standard Accident automobile department will act as examiner on automobile policies and F. W. Pierce of that company's claim department will handle claims. Mr. Rolan, who has been with Standard Accident since 1926, has had 19 years of underwriting experience. Mr. Pierce, whose claim experience totals 16 years, has been with Standard Accident since 1941, as claim examiner on automobile and general liability. Previous to that he was with the Employers group from 1929 to 1941 as investigator, adjuster and supervisor of fire, automobile, inland marine and casualty claims.

Addition of these men puts the Planet organization in position to begin underwriting operations in the immediate future. The company is already licensed in nine states, but will operate first in Michigan and California.

Loar, Palmquist Returning to Aero at Chicago

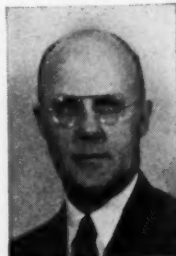
Richard C. Loar, former underwriter in the Chicago branch of Aero Insurance Underwriters, has returned to that office. In 1932 he graduated from the air corps technical school at Chanute Field, Rantoul, Ill. He did mechanical work on airplanes used by the government, at that time flying all airmail. Upon his release from the army Mr. Loar entered insurance as an automobile underwriter with several companies and left the Chicago Motor Club in 1940 to join Aero. When the war broke out he became an instructor at a civilian navy contract school, then a pre-flight inspector for Douglas Aircraft factory at the Chicago plant.

On Oct. 1 Gus A. Palmquist, former staff engineer for Aero in Chicago, will return. During the war Mr. Palmquist went to Howard Aircraft factory as a test pilot and more recently has been pilot on a navy-owned Grumman Wildcat assigned to the Nash-Kelvinator Corporation to expedite navy production contracts. Mr. Palmquist will be associated with E. C. Sutton, staff engineer.

Jack A. Bailey has joined the Aero staff in Chicago. Lt. Bailey holds his army airplane and engine mechanic ratings and served in the Canal Zone and later as a B-17 pilot in Europe where he was awarded the Air Medal with four clusters for 83 missions over Germany.

The additions to the staff now make a total of eight certified pilots in the Chicago organization.

Rhode Island has declared a dividend of 10 cents per share on the \$2.50 par value stock, payable Sept. 29 to stock of record Sept. 8.



A. R. Roeben

Support Tax in Texas, Protest Levies in Ohio

In Texas 65 companies which paid more than \$1 million of 1944 premium taxes under protest have withdrawn their objections. This was because of the revision in the Texas tax levy which has been made by this year's legislature so that it is now equal upon domestic and foreign companies where the percentage of capital investment in Texas is the same.

Fifteen companies are maintaining their suit to keep from paying \$460,793 under the tax law in effect last year, and their case is expected to come up before Federal District Judge Gardner at Dallas early this fall.

Domestic life companies of Texas are taking the lead in seeking to uphold state regulation of business and defend the new premium tax law, according to C. F. O'Donnell, president Southwestern Life of Dallas. If the contention of some of the companies that have filed suits that premium taxes constitute a burden on interstate commerce and therefore violate the constitution is upheld, it would be the death of state regulation of insurance, according to Mr. O'Donnell. State regulation would be handicapped severely if no tax or charge could be made to cover the cost of regulations.

Protest Tax in Ohio

With the Aug. 31 deadline for the payment of the second installment of the Ohio insurance premium tax there was a rush on the part of insurance companies to pay the tax. It is estimated by state treasury officials that fully 75 paid under protest. Several additional suits were filed. Equitable of Iowa, Bankers Life of Iowa and Central Life of Iowa filed new suits, protesting against the payment of the tax and asking that the payments be segregated in the state treasury. Injunctions restraining the state treasurer from placing the moneys in the general fund were issued.

Suits were filed along the same line by four Texas companies, American Indemnity, American Fire, Gulf, and Atlantic, asking that the payments be impounded. It was pointed out that in these suits, which were based on the U. S. supreme court's ruling in the S.E.U.A. case, that while foreign companies pay an Ohio tax of 2½% and domestic companies a smaller tax, the Texas companies pay a tax of 4.05%, under the retaliatory provisions of the insurance law.

Supplemental petitions covering the second installment were filed by the following companies, which had sued when the first installment was made: Prudential, Massachusetts Mutual, Phoenix Mutual, Connecticut General. The charge is made that the Ohio law is discriminatory and unconstitutional.

The amount of taxes involved is as follows: American Indemnity, \$3,483; American Fire, \$199; Gulf, \$3,571; Atlantic, \$1,861; Equitable of Iowa, \$55,371; Bankers Life, \$47,509; Central Life, \$10,666.

Navy's Insurance Office Transferred in Washington

WASHINGTON — A reorganization within the Navy Department following cessation of hostilities has included a redesignation of the navy's insurance division. It formerly was a part of the office of procurement and material which has been discontinued and its functions transferred to the office of the Assistant Secretary of the Navy. The insurance division now is known officially as Office of the Assistant Secretary of the Navy, Material Division, Procurement Branch, Insurance Section, Washington 25, D. C.

Lieut. Comm. S. F. Procopio continues as head of the insurance office.

Hall Has Distinguished Record with R.C.A.F.

Wilmer R. Hall, the new manager of the western department of U. S. Aviation Under-



W. R. Hall

writers at the home office Jan. 1, 1945, after honorable discharge from the R.C.A.F.

Started Flying in 1937

Flying became his hobby in 1937 and he has logged thousands of hours in the air. Six months before Pearl Harbor he enlisted with the R.C.A.F. and was commissioned pilot officer. In 1942 he was assigned to the anti-submarine patrol and later was promoted to flying officer and ferried planes to all parts of Canada.

In 1943, when military air bases had to be kept open for planes along the northwest staging route to Whitehorse-Yukon territory, Hall was assigned to this arduous service. Through the northern winter, he helped to keep planes and supplies moving on to Russia. In 1944 he was made flight lieutenant and officer in command of the communications squadron, with headquarters at Winnipeg, and served as personal pilot for Air Vice Marshal Guthrie of the R.C.A.F.

To Hold Mich. "Comp" Parley

LANSING, MICH. — Commissioner Forbes has announced a three-day meeting of the rates and classification committee of the Michigan workmen's compensation bureau, a 10-member body of which the commissioner is chairman, starting in Detroit Sept. 11. The first day hearings will be granted employees and other routine business transacted. Recreation will be interspersed with business discussions the other two days.

Leaves Ind. Lumbermen's

E. Van Matre has resigned as secretary of Indiana Lumbermen's Mutual and expects to move to Memphis where he was located at one time when he was in the field for Indiana Lumbermen's. He had been with that company about 30 years and was brought into the home office about 10 years ago as assistant secretary. Later he was advanced to secretary.

William K. McClure, local agent at Knoxville, Tenn., has been advanced to lieutenant-colonel at Fort Niagara, N.Y. He was overseas in the former war with the rank of captain.

J. Gano Wright, dean of the fire and casualty business at Cincinnati, was guest of honor at a dinner tendered him by friends on his 90th birthday. Mr. Wright comes to his office regularly. He has been in the business over 70 years. He was president of the Cincinnati Fire Underwriters Association in 1897 and is its oldest living officer.

Melville H. Garabrant, 56, manager of the loss department of Globe & Rutgers, died suddenly this week. He entered the insurance business in 1905, starting in the supply department of Globe & Rutgers. He was appointed chief adjuster in 1934 and put in charge of the loss department.

Leaders in the field rely on the Accident & Health Policy Analysis Service. Write The A. & H. Bulletins, 420 E. 4th St., Cincinnati 2, Ohio.

Ocean Marine to Attract Attention of Local Agents

Market Tending to Decentralize—Central West More Important

Some of the success of the insurance business in the future, for agents especially, throughout the central west area will be based on ocean marine coverages. The great industries have gradually migrated to the central area from the east. The war has caused a more rapid change so that in the section between Pennsylvania and the Rocky Mountains there have developed giant industries of various kinds which will now become very important as exporters. These concerns are manufacturers of a varied class of goods and products.

Heretofore the marine insurance market has been largely centered in New York City although Detroit has played an active and important role. However, local agents in the rest of the country have looked upon New York as the great ocean marine market and most of the arrangements for insurance were made through connections in that city. In fact a number of agents have taken it for granted that it would be necessary to know the sources of insurance in New York City in order properly to handle the accounts of their customers. Now Chicago will take a very important position in ocean marine. Detroit will be far more important than it has been in the past. Other western cities will have facilities for handling this class of insurance.

Need to Maintain Position

Local agents, observers believe, will now be forced to get into the marine insurance stream if they expect to maintain their position, premium income and prestige. Many of them have the fire insurance and casualty accounts of large industries and it will not be difficult therefore to take care of the marine insurance at once. Agents will call attention to the fact that adequate facilities can be secured in the west, personal attention will be given to all ocean marine transactions near at home. Already some of the leading offices have expanded their service to include ocean marine and have arranged for the members of the firm or someone in the organization to specialize on that line.

In the larger cities local offices that will now become far more conspicuous in their marine operations have employed a marine insurance expert. Many of them have their own average adjuster to look after losses. So far the adjusting of losses along marine lines has been very satisfactory notwithstanding the fact that these large agencies have their own adjuster. In the fire line adjusting bureaus and independent adjusters have taken over this work because it was felt that local agents with a part in the adjustment would use it as a business getting device and in the long run the practice would be detrimental to the companies. Therefore the agency adjusters of the past are scarcely visible these days. Adjusting bureaus handling fire and automobile claims have arranged to take on ocean marine losses as well as inland marine.

It is generally predicted by company executives writing marine insurance that the marine insurance market will be very active, there will be much shipping, and there will be a greater demand for insurance and for competent agents and brokers to handle accounts. It is thought

Dallas Auto Dealers Start Fight on Bank-Agent Plan

DALLAS—The Dallas Automotive Trades Association, in a circular letter to Dallas banks and to "all insurance agents with whom automobile dealers do business" expressed "complete shock" that the insurance agents of Dallas planned to advertise the bank and agent automobile plan benefits, as "we dealers are confident that the banks in Dallas appreciate our business relationship with them, which represents big volume and must be profitable."

"We certainly cannot conceive of insurance agents joining together for the purpose of encroaching on the traditional rights of automobile dealers to control the financing of their own merchandise," says the letter, which is signed by I. W. Walls, vice-president of the Dallas Automotive Trades Association.

"After a prolonged and serious discussion of the financial effect this plan would have on automobile dealers," it is stated that a resolution was adopted that automobile dealers in Dallas vigorously oppose any attempt on the part of the banks in Dallas to affiliate themselves either individually or collectively with Dallas (Texas) Insurance Agents Association for the purpose of making automobile loans, "which encroach upon the trade rights of dealers to control their own financing."

It was also decided that the automobile dealers should vigorously oppose any attempt on the part of the agents to carry out their plan, which would seriously affect our being able to control our financial and insurance requirements without taking drastic measures for our own protection."

The Automotive Trades Association appointed a committee to represent it, and asked that, if the banks and/or the Insurance Agents Association still propose to carry out their plan, the matter be discussed with its committee.

Complying with the request for a conference, the directors of the Dallas Insurance Agents Association appointed a committee to meet with the automobile dealers committee but in accepting the invitation for discussion made it plain that the advertising program would be carried out as planned, because "the insurance agents of Dallas have nothing to sell but insurance and insurance service and they are going after the automobile insurance along with all other types of fire and casualty business. In order to get that insurance the agents must, in some cases, have available the facilities for financing automobiles and other merchandise and naturally the agents will go to the institutions set up for that purpose, the banks."

Convention Dates

Sept. 6, Alabama agents, Tutwiler Hotel, Birmingham.
Sept. 13, Missouri agents, Governor Hotel, Jefferson City.
Sept. 17-18, Advisory Board, New England Association of Insurance Agents, Poland Spring Hotel, Poland Spring, Me.
Sept. 19-20, All-Industry Committee, New York City.
Sept. 24, Wisconsin agents, Schroeder Hotel, Milwaukee.
Sept. 24-25, Health & Accident Underwriters Conference, Edgewater Beach Hotel, Chicago.
Sept. 26-27, Western Underwriters Assn., Edgewater Beach Hotel, Chicago.
Sept. 27, Kentucky agents, Louisville.
Oct. 11-12, Ontario agents, Royal York Hotel, Toronto.
Oct. 17, Maine agents, Poland Spring.
Oct. 17, Insurance Advertising Conference, Roosevelt Hotel, New York City.
Oct. 18-19, Insurance Accountants Assn., Hotel New Yorker, New York City.
Oct. 21-24, National Association of Insurance Agents, Edgewater Beach Hotel, Chicago.
Nov. 7-8, Kansas agents, Jayhawk Hotel, Topeka.
Dec. 2-5, Insurance Commissioners, Pantlind Hotel, Grand Rapids, Mich.
Dec. 5, Insurance Federation of N. Y., Hotel Commodore, New York City.

Insurance Man's Son Writes Colorful V-J Day Letter from Bougainville

THE NATIONAL UNDERWRITER, while chronicling news regarding men in the service, has not published letters or extracts because of lack of space and the amount of material offered. However, a letter is published herewith that seems truly significant. It was written by Ensign Edward W. Lawson of Chicago, son of Western Manager E. D. Lawson of Fireman's Fund. It is a remarkable document, coming from a young man of 22 who was cut short in his career by having to go into the service. For the past 19 months he has been in command of an LCT in the Solomons. He has been based on Bougainville, where on V-J Day there were over 15,000 well equipped Japs, who continued to fight long after that momentous day. Ensign Lawson is a graduate of Abbott Hall in Chicago, and has been in the service for three years. Prior to that he attended Brown University from which he graduated. The letter, dated Aug. 11, is as follows:

"This morning about 0130 the men on watch came in and awakened me to tell me that Japan had accepted the terms of the Potsdam ultimatum. All the crew was awakened and you should have seen the harbor. We were on the beach discharging a load of bombs and all work ceased. In the harbor rockets, flares, signal lights, distress flares, and star shells were bursting in an unstinted display and splurge of colors against a beautifully clear sky. Red, greens, yellows, oranges, blues, white and purples were all intermingled. Horns and whistles were blaring yet they sounded like accompanying music to the rampant display of colors.

"Men were running around the beach—some crying—some laughing—most

shouting. At alternate intervals smoke bombs were set off completely obscuring everything until the breeze again cleared the view. Messages were being flashed all over the harbor by blinker lights. Small boats were scooting over the water at full throttle like water bugs skimming along the surface. Exuberance was supreme, joy reigned unchecked. Tears flowed freely as did beer and liquor.

"There was but one theme to this demonstration. Peace—peace has come at last. We couldn't believe it, and after the initial demonstration most of us were sort of dumbfounded. Since we had to go on repair today all the men but the one on watch returned to their sacks feeling as if they had drunk a quart of champagne. It is not at all doubtful, that after hitting the sack, many prayers were offered to God in thanksgiving—and after this that almost every man dreamed of once more being at home with his loved ones. Thus came and went the initial shock of our hearing that the war is going to be over.

"In the cold light of day, however, things are once more back to normal and we are operating as usual. There will probably not be any formal announcement of the peace until the terms have been signed and ratified.

"In a way I am still sort of punch drunk from my inability to conceive just what has taken place and the overall effect it is going to have on the world. Of course, everyone is thinking about when they will get home, but in my opinion it will be at least a year, probably longer, before most of the men are released. Many are going to be disappointed at the length of time required to discharge them from the service."

"Participating" Dividend Under Mich. Deviation Law

LANSING, MICH.—The Michigan attorney general's department has advised Commissioner Forbes that so-called "participating" stock fire or casualty companies must, under the Michigan law relative to deviations, submit for approval any dividends to policyholders declared under the participating plan.

In his opinion as to applicability of the deviation law, Maurice M. Moule, assistant attorney general, cited this paragraph from a fire policy being used in Michigan:

"Participation—This company operates under a charter which provides in part as follows: The insured may be permitted to participate in the profits of the business of the company, in such manner and to such extent, and upon such conditions as the board of directors of the company shall, from time to time, decide by resolution."

The commissioner had asked if this constituted a deviation within the meaning of the statute, which states:

"Any deviation of any insurance company or insurer from the schedule of rates established by such company shall be uniform in its application to all of the risks in the class for which the deviation is made, and no such uniform deviation shall be effective unless notice thereof and the reason therefor shall be filed with the commissioner of insurance, and has been approved by him."

This language, the opinion concluded, would cover a participating plan, it being held that "a participation dividend paid to policyholders would amount to a deviation from the schedule of rates established by the company and, therefore, would come within the meaning of the above quoted section . . . and require the approval of the commissioner of insurance."

Renew Mich. Agreements on Maternity Benefits

LANSING, MICH.—Accident and health and hospitalization insurance carriers operating in Michigan have reaffirmed a 1941 agreement to extend benefits for nine months after termination of coverage in maternity cases.

Representatives of the companies met with department executives at the call of Commissioner Forbes, who wished an expression of sentiment relative to the 1941 pledge, now that war industries are converting for peacetime production, with consequent large scale layoffs of workers who have been under group contracts.

Consideration of the maternity benefits question developed into a more general discussion of wholesale or franchise business. It was decided to hold another meeting with department officials in about 30 days, probably on Sept. 28. At that time some joint decision is expected on the writing of wholesale contracts, in which there is no master group policy but liberalized benefits are granted because the business is written in bulk on an individual policy basis.

Great American Makes Changes in Philadelphia

Great American has transferred Donald E. Maclay, who has been manager of the Philadelphia service office, to the loss department in New York, where he will be assistant to Vice-president John G. Loose.

Lee R. Allen, formerly assistant manager at Philadelphia, has been appointed manager there and Harry A. Marsh, formerly special agent, is associate manager. John R. Wilke will continue as special agent and Richard E. Stenger, special agent, will have supervision over the territory formerly under Mr. Marsh's jurisdiction in addition to his own territory.

(CONTINUED ON PAGE 11)

Multiple Line Conference in New York Sept. 12

An informal conference on the subject of multiple underwriting by New York companies has been scheduled by Superintendent Dineen of New York for 10 a. m., Sept. 12. At that time fire and casualty company associations are expected to present their companies' views on the subject. The conference apparently was prompted by the decision of Commissioner Harrington in Massachusetts to ask foreign companies to obtain permission from their home state insurance departments before permitting them to write multiple lines in Massachusetts. Three other states passed multiple line bills in 1945.

There was a multiple line bill introduced in the last session of the New York legislature with insurance department sponsorship. Most New York companies have affiliates which enables them to write all lines. However, some casualty companies had to organize fire affiliates, and some casualty companies have lost burglary business to the personal property floater writers.

Some of the company organizations, including National Board and Association of Casualty & Surety Executives,

did not oppose multiple line bills, though the Insurance Executives Association took a stand against such measures.

Henry Kaiser Portland Fire Causes Heavy Loss

Henry Kaiser's Oregon Ship Building Corporation outfitting dock in the St. Johns yards at Portland were virtually wiped out and seven completed vessels damaged. Early estimates place the loss at more than \$3 million. Several vessels were moved quickly by tugs and were saved. Five whirley cranes operating along the outfitting docks collapsed.

The blaze apparently started when an acetylene line burst under the outfitting dock and ignited the wooden tiling, whence the flames spread rapidly upward into the pipe shop, paint shop, tool shop and the No. 1 dock shop. An explosion was avoided by the immediate release of pressure on 140,000 pounds of carbide in the acetylene plant. The outfitting dock was 2,800 feet long.

The tools and installation were government owned and were said not to be covered by insurance. However, the ships and ships material were covered by marine forms, and the loss will be substantial.

STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago, Sept. 4, 1945

	Par	Div.	Bid	Asked
Aetna Cas.	10	2.50	80	82
Aetna Fire	10	1.80*	52	53 1/2
Aetna Life	10	1.50*	47	48 1/2
Amer. Alliance. 10	1.20*	21	22 1/2	12 1/2
Amer. Cas.	10	.60	11 1/2	12 1/2
Amer. Equitable 5	1.00	17 1/2	19	
Amer. Home	10	.60*	11	12
Amer. (N. J.) ...	2.50	2.50	66 1/2	68
Amer. Surety ...	25	3.00*	6	6 1/2
Balt. Amer.	2.50	.30*	655	670
Boston	100	21.00*	22	23 1/2
Camden Fire ..	5	1.00	52	53 1/2
Contl. Cas.	10	1.80*	41	43
Contl. Assur. ...	10	1.20	52	53
Cont. N. Y.	2.50	2.00*	56	57
Fidelity-Phen. .	2.50	2.20*	58	60
Fire Assn.	10	2.50*	13	14
Firemen's (N.J.)	5	.40	96	98
Fireman's Fund. 10	3.00	21 1/2	22 1/2	
Franklin Fire..	5	1.00	47 1/2	48
Globe & Repub. 5	1.85*	9 1/2	10 1/2	
Globe & Repub. 5	.50	30	31	
Gt. Amer. Fire..	5	1.20*	29	30
Hanover Fire... 10	1.20	105	107	
Hartford Fire..	10	2.50*	26 1/2	27 1/2
Home (N. Y.)... 5	1.20	93	94	
Ins. Co. of N. A. 10	3.00*	10 1/2	11	
Maryland Cas..	1	3.50	83	85
Mass. Bonding.. 12.50	1.25*	36	38	
Natl. Cas.	10	2.00	56 1/2	58
Natl. Fire	10	3.30*	6 1/2	6 3/4
Natl. Liberty... 2	5.00*	174	179	
Natl. Un. Fire.. 20	1.00	30	32	
New Amst. Cas. 2	1.80*	46	48	
New Hamp. ...	10	1.80*	23	24
North River ...	2.50	1.70	31	33
Ohio Cas.	5	3.00*	85 1/2	87 1/2
Phoenix, Conn.. 10	1.00*	13	14	
Preferred Accl.. 5	1.40*	35	36 1/2	
Prov. Wash. ...	10	2.00*	71	73
St. Paul F. & M. 12.50	1.40	34	35 1/2	
Security, Conn.. 10	4.75*	120	123	
Sprfld. F. & M. 25	1.45	37 1/2	38 1/2	
Standard Acc... 10	16.00	555	565	
Travelers	100	1.50*	42 1/2	44
U. S. F. & G.... 10	2.00	52	54	
U. S. Fire..... 4				

*Includes extras.

George Allen Adviser in War Agencies Liquidation

George E. Allen, vice-president of Home and former commissioner of the District of Columbia, has been designated by President Truman as his personal representative to study and recommend a procedure for the liquidation of war agencies. Recently Mr. Allen made two trips to Europe for the American Red Cross in connection with prisoners of war.

With headquarters in the State Department building, across from the White House, Mr. Allen has started on his latest job to study liquidation of war agencies or their functions that are not transferred to permanent government departments.

Mr. Allen serving without pay, says his task is so huge it must be approached most carefully. He has no idea yet of procedure to be followed or how long the job will take. His office force is drawn from various government agencies.

He is undertaking the task, as he has many others for Mr. Truman and the late President Roosevelt, with both of whom he had close personal friendships. He went to San Francisco to arrange for President Truman's attendance at the United Nations conference. He held office under the Roosevelt administration.

He has been secretary of the Democratic national committee, is active in welfare affairs in connection with the Red Cross, infantile paralysis organizations, etc. In the insurance field, he is a director of Gibraltar Fire & Marine, Homestead Fire, National Liberty, Home Indemnity, War Damage Corp., and a trustee of Penn Mutual Life.

Ohio Legislature Meets

COLUMBUS—The Ohio legislature met in special session Wednesday to consider measures to make effective at once the larger benefits of unemployment compensation, which otherwise would not have become effective until October. The governor has been urged to broaden the program for the session but has not consented to do so. However, one subject that may have to be considered is a revision of the Ohio in-

Restrictions on State Conventions Are Relaxed

WASHINGTON — ODT has announced that state conventions and group meetings may be held without obtaining approval of the war committee on conventions, provided attendance is confined to persons residing in or engaged in business within the state of meeting, plus up to 25 persons from outside, such as speakers and honored guests.

National and regional meetings, however, still require official approval if attendance exceeds 150 from outside the state of meeting.

Maurice Leaves Conn. Dept.; Testimonial Dinner Sept. 12.

Joseph H. Maurice, supervisor of licenses, will retire Nov. 6 after 22 years in the Connecticut department. He will be honored at a dinner Sept. 12 under the joint sponsorship of the Connecticut Association of Insurance Agents, the Connecticut Field Club and the Casualty and Surety Association of Connecticut. Those wishing to attend can make reservations through W. H. Wiley, 99 Pratt street, Hartford 3.

Prior to entering the Connecticut department, Mr. Maurice was with Phoenix Mutual Life 18 years. He has seen the growth of the agency division from one regular employee to six, issuing 32,000 licenses to 7,200 agents annually.

N. Y. Agents Study Effect of S.E.U.A. Decision

Officers and accredited representatives of upwards of 20 local boards and county associations met with officers and members of the executive committee of the New York State Association of Local Agents, Inc., at Syracuse to consider the status of agents' organizations since the Supreme Court decision holding insurance to be commerce.

Superintendent Dineen attended and advised with those present regarding possible implications that might be involved now or in the future.

It appeared to be the consensus that all agents' organizations should immediately begin consideration of their situation and procure competent legal advice, particularly with respect to any such rule or by-laws as the in-and-out rule; non-intercourse rule; limitation of agencies; membership qualifications or restrictions; commission agreements and any other by-law or rule that might be held to be an agreement to boycott, coerce or intimidate.

A motion was adopted that the state association should appoint a committee to make a study of the problem in consultation with counsel and that a report of its findings and recommendations be furnished to all local associations in the state.

President Stott appointed the following committee which, in accordance with the by-laws includes the president and secretary as members ex-officio: Chas. J. Schoen, Mt. Vernon, chairman; Edgar W. Couper, Binghamton; John C. Olson, Buffalo; James H. Farroll, Rochester; C. Fred Ritter, Middletown.

Kirkpatrick to Make Chicago Talk

A. L. Kirkpatrick, insurance editor of the Chicago "Journal of Commerce," who has been appointed manager of the U. S. Chamber of Commerce insurance department, is going to New York this week to meet with directors of the Chamber and some of the insurance people. He will then go to Washington before returning to Chicago. He will assume his new post Oct. 1.

Mr. Kirkpatrick will speak Sept. 20 before the insurance group of the Union League Club on "Observations of Insurance and Insurance People."

insurance premium tax law. A number of suits attacking the present law are pending here.

The "KANSAS CITY" is fully geared FOR INDIVIDUAL ASSISTANCE to its AGENTS

Different agents have different problems—one may have need for special insurance engineering assistance for a manufacturer; another may have need for individual counsel on seemingly complicated lines; still another may require outside help in finding a market for the ordinarily hard-to-place type of coverage. But whatever assistance may be needed, the KANSAS CITY's agents may be sure they'll receive it. For the KANSAS CITY, with its central location and competent staff, is always ready to provide its agents with the service they need when they need it.

Walter T. Jones
PRESIDENT



KANSAS CITY Fire and Marine

INSURANCE COMPANY

CHICAGO OFFICE:
INSURANCE EXCHANGE

KANSAS CITY

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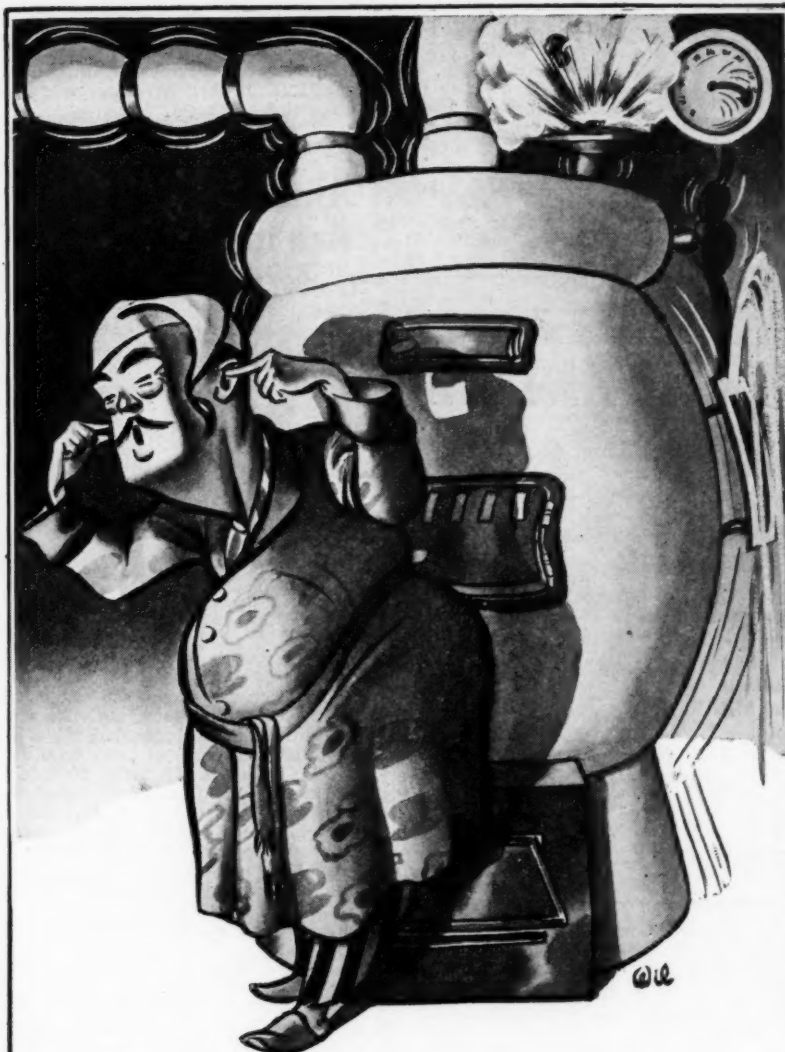
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No! No! Ogden!

*You never cuddle up to a boiler
that's running a high temperature!*

The best treatment for any boiler, and incidentally for
yourself, is to buy Residence Boiler Insurance.

**\$15,000 protection
costs only \$12.00 for the average residence**

It pays for loss by Explosion, Cracking, Burning; or
Bulging of boilers and other vessels; for extra cost to
expedite repairs; for damage to your property and the
property of others resulting from boiler ac-
Periodic inspection provided with the po-
creases operating efficiency and avoids tra-
accidents by correcting unsafe conditions.

Keep your boiler "normal" and your mind
for folder "Why Worry About Boiler A-
name of our local representative. Write
Lane, New York 8, N. Y.

THE FIDELITY and CASUALTY
OF NEW YORK

A Member Company of

THE AMERICA FIRE INSURANCE AND IN

BERNARD M. CULVER
President

which includes the following companies

THE CONTINENTAL INSURANCE CO. • FIDELITY-PHENIX FIRE INSURANCE CO. •
MARYLAND INSURANCE CO. • AMERICAN EAGLE FIRE INSURANCE CO. • FIRST



**WHY WORRY ABOUT
BOILER ACCIDENTS**
when you can buy

**\$15,000
PROTECTION**
Plus PERIODIC
BOILER INSPECTION
for **\$12.00**

ounce of prevention is worth a ton of debris

**PROMOTING F. & C. RESIDENCE BOILER INSURANCE
Nationally—**

The advertisement shown here is appearing
in September issues of national magazines

Locally—

The folder shown above — a poster on the same
subject—reprints and 2 col. newspaper mats of the
advertisement are available for the use of F. & C.
agents in their local advertising. Write the Adver-
tising Dept., 80 Maiden Lane, New York 8, N. Y.

Report E. U. A. Moves to Cancel Priorities Clause

Cancellation of the priorities assumption clause in U. & O. and other fire insurance company time element contracts, and the double rate which has been charged for its inclusion is reported to have been decided upon by the Eastern Underwriters Association

and official announcement is expected to be made shortly.

The priorities exclusion clause was introduced in April, 1943, when the company people had become alarmed at the loss possibilities inherent in the famous war production board order L-41 and in the priorities system in general. It was feared that otherwise minor losses might be converted by reason of government restrictions on rebuilding and on the securing of various materials into losses of first magnitude. There was plenty of warning that the companies were considering some drastic action

in the U. & O. field and virtually all of the important U. & O. lines were canceled and rewritten at the old rates and without priorities exclusion, for a year term.

The priorities assumption clause with the double rate was taken only by those buying U. & O. for the first time since April, 1943. Few war contractors had their insurance written on that basis and it is estimated that only about 15 or 20% of the new lines since April, 1943, have been written at double rates. Hence in canceling this wartime feature, companies will not be faced with a

heavy burden of paying return premiums.

The question of removing the charge for priorities assumption in U. & O. contracts, it is understood, was under discussion at a meeting of trustees of Insurance Executives Association Wednesday afternoon.

Alabama Agents Are in Session

BIRMINGHAM, ALA.—Among the problems facing the insurance business

in Alabama is the law passed by the last legislature to meet the implications of public law 15, George H. Butler, president of the Alabama Association of Insurance Agents, said in his report at the annual convention of the association here Thursday. The bill creating the bureau of rates, which was opposed in the legislature by companies and agents, is in some respects unworkable, Mr. Butler said.

However, amendments are expected to be made in the next legislature and in the meantime, he suggested, there is always the possibility of court action.

Mr. Butler recalled the Philadelphia meeting of agents and companies on the national legislative problem, and said that he voted against speedy endorsement of the proposals made by the companies because those proposals were in too general terms and provided no guarantees of any kind in relation to the preservation of the American agency system.

Mr. Butler stressed the need of an effective and logical agents' licensing law. He suggested that the present setup of insurance regulation in Alabama is handicapped. A separate insurance department is needed, he said, especially because in years to come there will always be the threat of federal supervision.

He said he left it to agents themselves to diagnose the benefits of the National association's public relations program in Alabama. On the whole, he said, as regards most individual local agencies their relations with the public are satisfactory. In the over-all picture he said he did not feel justified in reporting any improvement. "I get along fine with my fellow citizens," he commented.

Md. Fire Loss \$2,054,310

Commissioner Ensor of Maryland in his capacity as state fire marshal, reports that for the fiscal year 1944-45 fire losses paid in the state by insurance companies amounted to \$2,054,310 exclusive of fires causing damage of \$50 or less. Involved in these payments were 2,255 fires.

Agree on D. C. Constitution

WASHINGTON—Committees representing the Washington Insurance Club and Insurors Association of the District of Columbia have approved exact language of constitution and by-laws for the proposed new consolidated Insurance Club of Washington, following generally along lines of the National Association of Insurance Agents constitution and by-laws.

Adoption by the two local organizations of the new constitution and by-laws at separate meetings this month will virtually complete the consolidation. A joint meeting is scheduled for October and the consolidated club will get off to a good start in November with election of new officers.

Joseph T. Dilhoff, prominent Cincinnati local agent, observed his 40th year in the business Aug. 15. He was president of the Cincinnati Fire Underwriters Association in 1923 and is widely known in that city. A son, Joseph T., Jr., is associated with him in the agency.



The surest way to win a prospect's interest is to promise him more value for less money. This you can do quite easily when the subject is Property Insurance. Today, Property Insurance costs considerably less, on the average, than ever before—despite the fact that coverage is far more inclusive. So why not send a brief message to your prospect list—highlighting this important fact—to this effect:

Do you know you can buy Property Insurance today for less money than ever before . . . and that while you save money you'll get considerably more coverage?

Take automobile insurance: You used to be covered for fire and theft only. But today, and for less money, you are also covered for windstorm and water damage, explosion, malicious mischief, glass breakage—even theft of tools and equipment!

On all forms of Property Insurance today's average rate is 40% less than 25 years ago. Isn't that sufficient reason to obtain the extra protection you need, now?

Hundreds of Agents have found a brief, simple message such as this an effective way to line up new business. Try it on your prospect list.

FIRE ASSOCIATION GROUP, 401 Walnut Street, Philadelphia 6, Pa. Branches in Atlanta, Chicago, Dallas, New York, San Francisco, Toronto.

ANOTHER INTERESTING AD in U. S. NEWS and NATION'S BUSINESS for September, emphasizes the present low rate of Property Insurance and suggests an immediate check-up.

INSURANCE CALENDAR



SEPTEMBER

On September 25, 1690, the only issue of America's first newspaper—called "Public Occurrences"—was published in Boston. Fearful of its effect upon the populace, the authorities put an end to the project by promptly suppressing the publica-

tion. A far more successful venture has been the efforts of companies like the Fire Association Group to minimize fire hazards—with subsequent reductions in property insurance rates. So successful, in fact, that these rates are today at an all-time low.

1945—SEPTEMBER hath 30 days

"The war against inflation needs your support, too!"

ASTRONOMICAL CALCULATIONS

EASTERN STANDARD TIME

SEPT.	Latitude +30°	Latitude +35°	SEPT.	Latitude +40°	Latitude +45°	SEPT.	Latitude +30°	Latitude +35°	SEPT.	Latitude +40°	Latitude +45°	
	SUNRISE	SUNSET	SUNRISE	SUNSET	SUNRISE	SUNSET						
1	5:37	6:23	5:32	6:28	1	5:27	6:32	5:21	6:39	1	12:45	3:10
6	5:39	6:17	5:35	6:21	6	5:32	6:24	5:27	6:39	6	1:39	2:08
11	5:42	6:11	5:39	6:14	11	5:36	6:16	5:33	6:20	11	3:24	1:01
16	5:45	6:05	5:43	6:07	16	5:41	6:08	5:39	6:10	16	4:57	3:06
21	5:47	5:58	5:46	5:59	21	5:46	6:00	5:45	6:01	21	6:18	5:20
26	5:50	5:52	5:50	5:52	26	5:51	5:52	5:51	5:51	26	7:35	7:36
											9:01	9:53
											10:41	12:06
											12:06	10:13
											2:01	2:29

To obtain local times of sunrise and sunset for longitudes other than the standard time meridians (i.e., 75°, 90°, 105°, and 120° for Eastern, Central, Mountain, and Pacific Standard Time), decrease the time four minutes for each degree west of the standard meridian, or increase the time four minutes for each degree east of the standard meridian.

- 1—Sa.—1939, Germany invades Poland.
- 2—Su.—1864, Atlanta captured by General Sherman.
- 3—M.—LABOR DAY
- 4—Tu.—1609, Henry Hudson discovers Manhattan Island.
- 5—W.—1774, 1st meeting Continental Congress convenes.
- 6—Th.—New Moon, 8:43 A.M., E. S.T.
- 7—Fr.—1822, Brazilians celebrate end of Spanish rule.
- 8—Sa.—1943, Italy surrenders unconditionally.
- 9—Su.—Is all your property insured adequately?
- 10—M.—1942, British armed forces invade Madagascar.
- 11—Tu.—1944, Roosevelt-Churchill meet at Quebec.
- 12—W.—1927, New York State celebrates 150th birthday.
- 13—Th.—1888, Chinese Exclusion Act passed by Congress.
- 14—Fr.—First Quarter, 12:38 P.M., E. S.T.
- 15—Sa.—1935, Swastika made official emblem of Reich.
- 16—Su.—1915, United States-Hayti treaty signed.
- 17—M.—1787, U. S. Constitution completed and signed.
- 18—Tu.—1793, Washington lays cornerstone, U. S. Capitol.
- 19—W.—Property insurance rates are at an all-time low.
- 20—Th.—1848, 1st meeting American Association, Advancement Science.
- 21—Fr.—Full Moon, 3:46 P.M., E. S.T.
- 22—Sa.—First Day of Autumn.
- 23—Su.—1942, British Forces occupy capital Madagascar.
- 24—M.—1862, Writ Habeas Corpus suspended.
- 25—Tu.—1943, Stettinius becomes Under-Secretary State.
- 26—W.—1898, George Gershwin, composer, born.
- 27—Th.—1732, 1st issue "Rhode Island Gazette" published.
- 28—Fr.—Last Quarter, 6:24 A.M., E. S.T.
- 29—Sa.—Check with your Agent or Broker for a property Insurance check-up now.
- 30—Su.—1896, National Ass'n., Insurance Agents formed.

OBSERVATION for September:

It is unwise to assume your property insurance is in line with today's steadily increasing replacement costs. You should know.

MORAL for September: Phone your Agent or Broker today!

PROPERTY INSURANCE
Fire—Automobile—Marine

FIRE ASSOCIATION GROUP

Fire Association of Philadelphia
The Reliance Insurance Company
PHILADELPHIA



Lumbermen's Insurance Company
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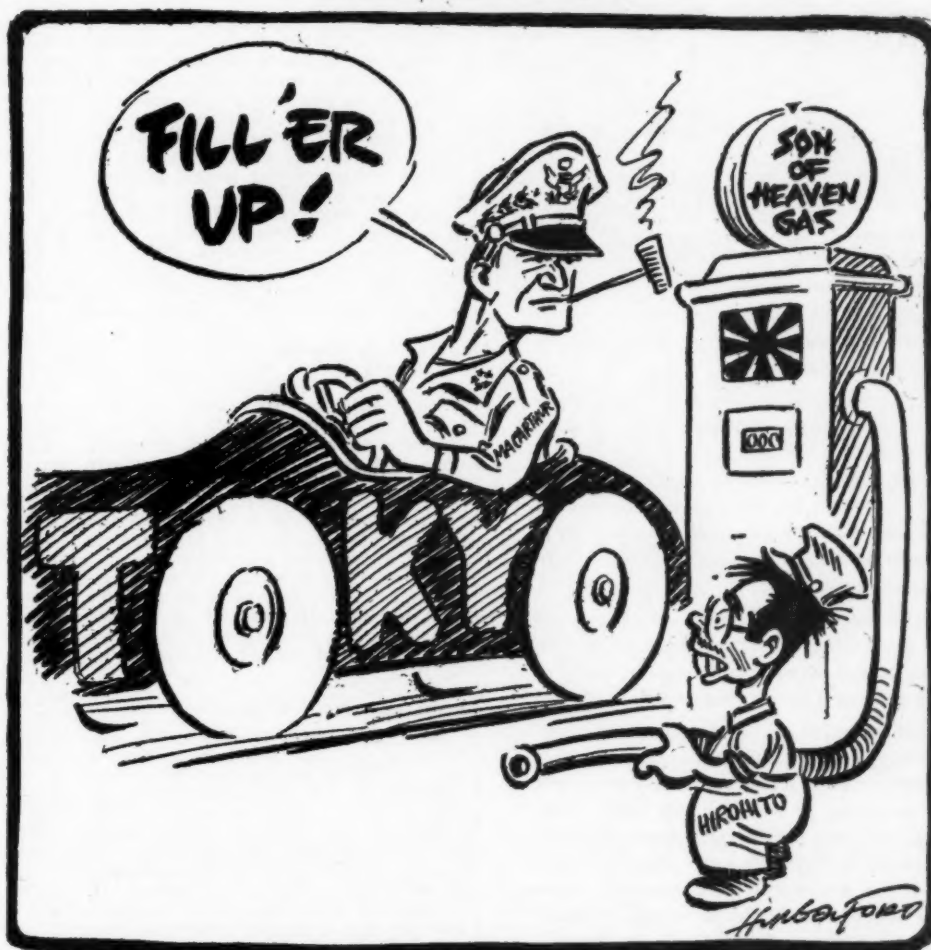
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Going Places!



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FIRE-MARINE-CASUALTY-SURETY

Loyalty Group

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Foreign Department
111 John St.
New York 7, New York

Canadian Departments
465 Bay St., Toronto, Ontario
404 West Hastings St., Vancouver, B. C.

Southwestern Dept.
912 Commerce St.
Dallas 2, Texas

Pacific Department
220 Bush St.
San Francisco 6, Calif.

Firemen's Insurance Company of Newark, N. J.
Organized 1855

The Girard Fire & Marine Insurance Company
Organized 1853

National-Ben Franklin Fire Insurance Company
Organized 1856

The Concordia Fire Insurance Co. of Milwaukee
Organized 1870

Milwaukee Mechanics' Insurance Company
Organized 1852

Royal Plate Glass & General Ins. Co. of Canada
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The Metropolitan Casualty Insurance Co. of N.Y.
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Organized 1909

Pittsburgh Underwriters - Keystone Underwriters

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WAR OR NO WAR!

AGENTS ARE SELLING MARINE INSURANCE



Throughout the United States, commercial exports and imports are still being shipped and received, in increasing volume. Chances are that several manufacturers in your city are exporting finished goods or importing raw materials. Perhaps you now handle their fire and casualty business. These are your prospects for marine insurance!

At the same time there should be prospects for import marine insurance: department stores, specialty shops, distributors and wholesalers. Many manufacturers import raw materials—some of them are forced to, since war needs have taken their former American source of supply. Imports may start their trip on a dog sled or on a coolie's back, then travel by plane or by camel caravan, then by steamship or aeroplane and finally by train and truck. Marine insurance covers them *all the way* to the assured's factory or warehouses in America.

YOU CAN SELL an Open Policy which automatically covers all import and export shipments. Even though there has been a cessation of hostilities, there is still risk of mines, and banks require war risk protection which of course includes cover against mine damage.

MARINE INSURANCE is an essential part of foreign trade. Such shipments into or out of your city are insured. But this insurance frequently is placed at a distant seaport or in a foreign country or bought from someone else, perhaps the seller of the goods or some intermediary. You can offer a local, personal service, unhampered by the many difficulties of wartime communications. You can probably duplicate—perhaps materially improve—the existing marine insurance coverages. Before you look for any new prospects, please be sure to check over your present clients to find out how their shipments are insured.

APPLETON & COX offers Agents a complete marine insurance service, with skilled underwriting and effective assistance in getting and keeping this specialized class of business.

WITH OUR HELP many Agents are getting a steady monthly premium income from marine insurance business. Why not try it?

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ALL CLASSES OF OCEAN AND INLAND MARINE INSURANCE

AS SEEN FROM CHICAGO

LARSON, KNOX & CO. FORMED

Larson, Knox & Co. has been formed in Chicago, as a general brokerage office with office at 334 North Menard avenue. The organizers are Byron E. Larson and William B. Knox. Mr. Larson formerly was state agent in Illinois for American Casualty and Mr. Knox was special agent for Firemen's of Newark in the western department. Mr. Knox is a son-in-law of the late James W. Knox, who was vice-president of Corroon & Reynolds in Chicago.

A. F. SHAW & CO. PROGRAM

Following the death of Vice-president Arthur F. Shaw of A. F. Shaw & Co., Chicago, the production work that he handled and the supervision of jeweler's block policies has been placed under the direction of F. W. Sandels. He will also continue to supervise the inland marine department until the return of A. C. Anderson, who is still confined to his home by illness.

The top management of A. F. Shaw & Co. consists of three men, all of whom have been associated with the office more than 43 years. The president is Charles W. Weisz; Edward Summer is treasurer and Edward L. Miller, secretary.

Mr. Weisz became connected with A. F. Shaw & Co. in 1898 and at the outset started specializing in London Lloyds business. Mr. Miller has also been with the organization since 1898. He looks after various phases of operations and is an authority particularly on the Illinois dram shop liability insurance.

Mr. Summer has been with A. F. Shaw & Co. since 1902 and has complete charge of accounts and claims.

The agency has pioneered in a number of fields and is especially noted for its Lloyds facilities and for the service that it provides as general agent of the all risks inland marine department of St. Paul F. & M.

LIFE MEMBERS MEETING

W. J. Sonnen of Evanston, Ill., secretary of the Life Members Society of the Northwest Association, has issued invitation to a luncheon meeting of the officers and members of the executive committee and chairmen of other committees at the LaSalle Hotel, Chicago, next Monday noon. The date and place of the annual meeting will be set. D. O. Stine of Reedsburg, Wis., is chairman of the memorial committee this year. Clarke J. Munn of the Cook County Adjustment Bureau, Chicago, is chairman of the nominating committee. A. H. Green of Chicago, Cook county special agent of Atlas, is chairman of the entertainment committee.

RISKS LESS HAZARDOUS

With the restrictions off on use of gasoline, different enterprises depending

for their success largely on automobile trade will be much revived. When gasoline was cut off it affected distant eating places, taverns, food stands and other businesses. Fortunately there has not been such a disastrous experience as was predicted. Now, however, all these enterprises will again be popular. Starting the day that removal of gasoline restrictions was announced, there was new life in all these concerns. Thousands of automobiles again sought the roads. Companies have been very careful in writing these properties, taking only those that seemed to be on a substantial basis, operated by well known people who were making at least a living. It was known that there was not much profit, however, to be counted on. As far as taverns are concerned, companies are keeping aloof from them unless their patronage comes from farmers, the owners have a good reputation and are known to be reliable.

Fire Premiums in Chicago Rise 11%

There has been about 11% increase in fire premiums written in Chicago in the last 12 months, it is shown by the returns that are being filed with the city comptroller's office by fire companies, underwriting associations and pools.

Comparison of the figures so far reported by 142 stock fire companies, 38 mutuals and three reciprocals indicates that if the same relative gain is reported by companies whose returns are outstanding, the net premiums for the fiscal year ended June 30 will aggregate \$21 million as compared to \$18,864,395 in the previous fiscal year. Such a figure would exceed the record total in recent years of \$19,048,729 in 1943.

The growth of premium writings in the war years is shown by the fact that fire companies reported premiums in the fiscal year ended June 30, 1941, at \$15,027,755, in 1942, \$17,279,275. However, the 1945 total is far below the high point of about \$27 million reached in the prosperity years before the stock crash of 1929.

The stock companies showed a better percentage increase with \$13,385,036 net premiums, compared to \$11,883,422 last year, or approximately 13% gain. Mutuals reported \$769,684 this year and

(CONTINUED ON LAST PAGE)

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35 years of factual appraisal
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A local agency in the Southwest with an annual commission income in excess of \$50,000. It has well diversified lines; an ideal set-up for an aggressive man.

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State age and past experience when replying.

AMERICAN INDEMNITY COMPANY
Galveston, Texas

Ocean Marine to Attract Attention

(CONTINUED FROM PAGE 5)

that Europe may be somewhat dislocated on marine lines although in the past it has been the chief center of marine activity.

Hence the marine market probably will veer to South America and Central America and the Orient, South Africa, Australia, New Zealand and Alaska. It is believed that India, China and other sections of Asia will be interested in the shipping trade more than in the past. For the time being England will not be so prominent. She has adopted a fiscal and trade policy that will not permit her to get out of balance so far as exchange is concerned. She does not want to have too large a margin between her and other countries. England will need considerable rehabilitation as will other European countries that have been in the war and have been occupied. Russia will probably loom up as a large buyer of goods from this country.

Agents Should Study Market

Insurance executives therefore urge local agents to make a study of the ocean marine situation at once, get in touch with the manufacturers and other shippers in their own sections and tie up with a competent insurance market to handle orders.

The United States has built up a huge merchant marine fleet for war purposes. Some of these boats are not of the highest class. However most of them can be used to good advantage and there will be sharp competition among the carriers. The agent will always be a very important factor in ocean marine transactions. While the shipper will undoubtedly choose his shipping facilities yet the agent can be of great use by giving information as to the character of the boats and the marine insurance rates. Rates in a way will be based on the character of the cargo and the seaworthiness of the ship. After the transaction has been made there will not be much service required of the agent unless a loss occurs and then he will come into the picture again to see to it that his assured receives prompt and fair attention.

Shift to Central West

Marine insurance is one of the cleanest and most satisfactory for local agents to handle. The importance of the central west as the marine insurance center will be augmented because the international air lines will center in the middle west. Most of the air line companies will have their focal points at Chicago or other important western cities.

While New York City and the east will always be vastly important from a marine insurance department there is more or less this decentralization process going on which makes the situation more interesting to central west offices.

Imports have suddenly become active, and marine underwriters are busy placing lines on lutefiske from Sweden and Norway to the United States; sardines and barreled herring from Norway; watches from Switzerland; olives from Spain and Italy; burlap from Calcutta, and other items from other countries.

One agency had an order to cover \$1 million worth of watches from Switzerland within the last week. Apparently stocks of watches have been piling up in that country. Though the government of that country has been providing, as a subsidy, protection on watches shipped abroad, the American insurers are able to meet the rate and get the business.

Olives are now moving from Spain and Italy, and if gallon and five gallon tins become available there should be soon a considerable amount of shipping of olive oil from those two countries.

Fish from Norway and Sweden represents something of a problem because

of the barrel situation, particularly in Norway which has been occupied by the Germans. Underwriters in this country do not know whether material for coo- perage is available or whether skilled hands are to be had to put it together properly. Some insurers are leery about writing all risk on stuff in brine, which includes both fish and olives. If the large barrels used to ship fish and the huge hogsheads used to transport olives spring a leak on the voyage, spoilage of the contents cannot be avoided. There is no trouble apparently with the pack- aging of watches.

Heretofore during the war the gov-

ernment has controled shipments of burlap from Calcutta, but this material is now back in the private market for insurance.

With the elimination of restrictions on domestic production, there is already a big increase in the manufacture of items for export. One of the things the underwriters are watching closely is the trouble that is likely to develop where a consignee in, say, a South American city who has had back orders piled up with an American company gets his orders filled all at once. The consignee may well refuse to accept the shipment, in which case it is likely to lay on the

docks for a considerable time or be kicked around in a foreign port, and the insurers could sustain considerable loss.

R. I. Executive Committee

Elected as members of the executive committee of Rhode Island are Hamilton Pell of Pell & Co., New York; E. G. Diefenbach, president of Electric Ferries, New York; Curtis E. Calder, chair- man of Electric Bond & Share Co.

A "must" for every A. & H. man's library — "Planned Salesmanship," by Cousins. \$2.00 from National Under- writer.



Alert Agents will Help Joe Develop New Fields

Joe and his home town Insurance Agent will have something very im- portant in common: *Their future prosperity.*

Joe will need a job — a job with a real future. Mr. Agent will need man- power to develop and service increas- ing needs for liability and other ad- vancing forms of insurance.

It's up to Mr. Agent to make the

first move. You can bet that Joe will cooperate.

The General of America Companies are urging all of their Agents to take positive action in developing post-war plans to take advantage of these new opportunities, and to bring into their businesses the men who will be our leaders in the years ahead.



GENERAL INSURANCE COMPANY OF AMERICA
GENERAL CASUALTY COMPANY OF AMERICA
FIRST NATIONAL INSURANCE CO. OF AMERICA

H. K. DENT, President . . . Home Office: SEATTLE

BRANCH AND SERVICE OFFICES IN PRINCIPAL CITIES THROUGHOUT THE UNITED STATES • CANADIAN DEPARTMENT, VANCOUVER, B. C.

Minnesota Agents Elect Knudsen

(CONTINUED FROM PAGE 3)

comes freer. Watch for them and be the first to call on them.

"Fourth, men returning from military service will form a large group of prospects. Many of these men will be better able to buy insurance than when they went away; most of them will have a great appreciation of the value of insurance.

Talk Stock Company Insurance

"In this respect you and I have a duty for the coming year to present to returning service men a favorable picture of stock company insurance, first, as the best means of protecting their future accumulations, be it their earnings, their

home, their auto or other values; second, as a source of livelihood in a reputable profession. To that end I refer you to the August issue of Forum magazine for a thorough discussion of this subject and also to suggest that you acquaint yourself with the provisions for training under the veterans' rehabilitation act. Above all, talk stock company insurance to the returning veterans else they be misinformed and act unwisely, as did many auto owners who were solicited by so-called agents operating on a temporary license of 60 days duration on or before July 1. No better field of public relations lies before us than the returning service man."

Turning to National association affairs, President Williams said the Washington office of the National association is beginning to reflect good work in many respects, "and I venture to say that within the next few years, instead of two agents from metropolitan eastern

cities representing members of our association in 48 states on the insurance committee which has 30 additional members, all of whom are company executives, the representation will be more than doubled and include representative agents from many smaller communities and largely distributed over the United States."

Commenting on the safety forum to be conducted in Minnesota schools, largely at the instigation of the agents' association, Mr. Williams said it would be a challenge to the agents "to offer our assistance to our schools and the youth of Minnesota."

Frank S. Preston Retires

Frank S. Preston, Minneapolis, who has served as part-time executive secretary-treasurer for several years, retired from active connection with the association at this meeting. Under a new setup approved by the membership a full-time secretary is to be named. Mr. Preston preferred to remain in the local agency field rather than accept the full-time appointment, which will be made by the newly elected executive committee. It is understood the post will be offered to George Blomgren, former field man and for the past two years manager of the Minneapolis local board.

The lifting of the state convention ban came too late to permit broadening the program for the state convention which kept pretty much to a streamlined, one-day affair. The morning was devoted to registration and committee meetings and in the afternoon all necessary routine business was disposed of, with only one address, that on the school safety forum by Dr. Harold K. Jack of the state department of education.

Reports on Year's Activities

The activities of the association during the past years were covered in committee reports on legislation, membership, finance, public relations, regional activities, rural agents and fire and accident prevention.

Richard A. Thompson, state national director, gave his report on what has been accomplished during the year in company-agent relations.

Although regional activities have been slowed down somewhat the past year by gas rationing and other war restrictions, nearly all the regionals have managed to function to some extent and from now on will swing back to full scale operations.

The annual get-together dinner closed the convention Wednesday night. The speaker was Col. Melvin J. Maas, former Minnesota congressman, who served as fleet marine air officer in the Guadalcanal campaign, recently returned from Okinawa, where he was air base commander.

entered the business in 1930, for some years was with the Wade Patton & Co. agency in Hutchinson and for a time operated an agency in his own name.

Kentucky Parley Sept. 27

LOUISVILLE—The Kentucky Fire Underwriters Association will hold a one day conference here Sept. 27. The annual meeting usually held in the spring was called off.

New Paterson Agency

Alan Yedwab and Samuel Eckhaus have formed a partnership to conduct the Alsam Insurance Agency in Paterson, N. J. They will also represent Columbian National Life.

Norwood will be inspected Nov. 1 by the Fire Prevention Association of Ohio. Ralph W. Hukill, Great American, and Gordon J. Burrer, Travelers, are co-chairmen of the committee in charge.



KEEP AUTOMOBILE BUSINESS ON YOUR BOOKS

Don't let it be recaptured
by outside interests!

The Springfield Group Plan for the financing and insuring of automobiles will help you to do this. Order your advertising aids and put the plan to work at once.



THE SPRINGFIELD GROUP

W. B. CRUTTENDEN, President

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CONSTITUTION DEPARTMENT	SPRINGFIELD, MASS.
SENTINEL FIRE INSURANCE COMPANY	SPRINGFIELD, MASS.
MICHIGAN FIRE & MARINE INSURANCE COMPANY	DETROIT, MICH.
NEW ENGLAND FIRE INSURANCE COMPANY	SPRINGFIELD, MASS.

OF FIRE INSURANCE COMPANIES

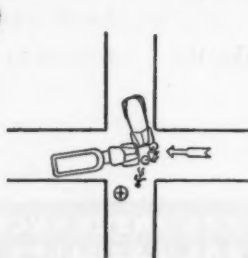
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A Clear Picture

With a Forbes
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PRICE \$1.50
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Any part of the United States.
Write for special quantity prices.

**FORBES
STAMP COMPANY**
Grand Rapids 2, Michigan



- ✓ Saves Time
- ✓ Settles Disputes
- ✓ Simplifies Court Cases
- ✓ Helps on Jury Trials

FIELD

Walker with American

Donald F. Walker, a former field man for Eagle Star, who has been in the merchant marine, has been appointed special agent for fire companies of American group. He will serve in northern New Jersey, associated with S. H. Reiter, state agent.

Noel Succeeds Robinson

Kenneth B. Noel has been appointed special agent of North British for Utah and southern Idaho with headquarters in Salt Lake City. Mr. Noel, who recently returned from service in the army air forces, was formerly in the Pacific department headquarters in San Francisco. He succeeds Frank T. Robinson, who was recently transferred to Oregon.

Wesley Returns to Hutchinson

Ralph P. Wesley, since March, 1942, special agent of Central States Fire with headquarters in Wichita, has resigned to return to the Service Insurance Agency of Hutchinson, Kan., as manager of the insurance department. He

Property Facts Are Basic

The starting point
for sound solution of
problems of Insurance,
Income Taxation, Re-
conversion, Accounting
and Finance is an ac-
curate knowledge and
record of Property Facts.

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OILY WASTE CANS
The safety container
for oily waste, rags
and other flammable
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SAFETY CANS
For storing and han-
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Chicago

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Texas Hurricane Does \$2 1-2 Million Insured Damage

(CONTINUED FROM PAGE 3)

the walls or roof of the described building, or the insured property therein." When that policy condition was released for discussion that word "hurricane" caused more Texas insurance men to use more dictionaries than any other word has ever caused, and the definition is now far from being unanimously understood; at least the interpretation varies greatly.

The Texas Association of Insurance Agents, as a group, did not favor the hurricane clause but the coastal area agents demanded satisfactory coverage for their assured. To offset somewhat the hurricane wind driven rain coverage a \$50 deductible was approved and this is almost universally used along the coastal area; it is subject to the same abuses of any deductible. The extended coverage rate on sea coast dwellings, for instance, is 50 cents, and if the \$50 deductible clause is eliminated there is a \$12 annual charge for each building covered; the assured buying a three-year policy on his dwelling would be penalized \$30 for having the \$50 deductible clause eliminated.

Adjusters now in the coastal area may disagree with each other and with the claimants as to whether or not damage was done by wind driven rains but there will be no argument as to whether or not that territory was struck by a "hurricane." The main section of the wrecked area suffered from winds with 75 to 135 miles per hour velocity and winds of about 70 miles per hour extended more than one hundred miles out from the center of the hurricane.

The Fire Companies Adjustment Bureau has received a preliminary report on the damage done by the hurricane. A conservative estimate places the damage at \$2 million except for 300 large claims on schools, mercantile buildings and special risks. It is expected that the majority of claims will average less than \$100.

Agents Finance Co. Is Expanding Operations

The Agents Finance Co. of Indianapolis, which previous to the war financed more than \$10 million in automobile sales exclusively through insurance agents, is now ready to expand its services in contemplation of the renewal of new car manufacture and also to capitalize on the determined spirit of thousands of local agents to compete with the regular finance companies for comprehensive and collision premiums.

Agents Finance Co. has made its services available to agents in the middlewest and southern California and it expects soon to expand to other parts of the country.

This organization accepts business only from licensed agents. Those that are designated as finance agents are provided with draft authority and as soon as arrangements are completed for financing a car, the agents can issue a draft immediately for the amount to be financed. At the same time the agent may draw a draft to himself for the entire amount of the insurance premium. Both liability and physical damage insurance may be included in the financing and may be written in any reliable company of the agent's choosing.

The financing is handled on a non-recourse basis. If collection problems arise, the agent is consulted before any steps are taken so that so far as possible no future business for either the agent or the finance company is jeopardized.

The 30 minute sound picture, "A Million Dollar Partner" that was pre-

pared by Agents Finance Co., has been shown to insurance groups in Hartford, New York, Pittsburgh, Philadelphia and to groups throughout the middlewest. Agents of all companies are being invited to these meetings. The picture is to be shown in many other places during the next few months.

The Agents Finance Co. is preparing complete instruction books containing all information necessary for the financing of automobiles and there is a comprehensive advertising catalog, showing illustrations of materials that are available, giving suggestions on how agents

can best secure the greatest amount of finance business.

Surplus Plants May Bring Increase in Cover

WASHINGTON—The War Department declaration that 252 of its own plants are surplus will not affect directly insurance on the plants, because there has been none, officials say, the War Department having self-insured everything it built. However, insurance on these plants is considered a prospect

after they shall have been disposed of by Reconstruction Finance Corp., to which they have been turned over.

These plants are in addition to numerous Defense Plant Corp., navy and Smaller War Plants Corp., plants that are going out of business and many of them being placed on the market for disposal as surplus property. While some DPC plants are reported continuing operation for a limited time under government contracts, generally speaking, RFC officials say, insurance on DPC plants is canceled when they are declared surplus.

INSEPARABLY LINKED with PROPER MAINTENANCE



PROTECTION ENGINEERS know from experience that the reliability of any protection system depends upon its supervision and maintenance. If either of these requirements is neglected *there can be no assurance that the system will be in condition to operate when an emergency arises.*

A.D.T. Protection Services are inseparably linked with proper maintenance. Behind every A.D.T. installation there is an organization of protection specialists which provides continuous supervision, periodic inspections and systematic tests and unceasingly maintains the protective signaling system in proper operating condition.

In more than 350 cities and towns in the United States where A.D.T. Central Station Protection is available, fire alarm, burglar alarm, watchman supervisory and sprinkler supervisory systems and other A.D.T.-maintained protective installations are connected to A.D.T. Central Stations for continuous supervision and the transmission of alarms to police and fire departments.

Outside of Central Station areas the same systems are installed to give visual or audible alarms on the premises and, if desired, are provided with direct-wire connections to fire fighting and police organizations. In these cases, too, A.D.T. inspects and maintains the protection equipment according to highest standards, thereby establishing maximum dependability.

Write to the nearest A.D.T. office or the A.D.T. Executive Offices, 155 Sixth Avenue, New York 13, N. Y., concerning your particular problem. We shall be glad to make recommendations and furnish complete information.

A. D. T. ELECTRIC PROTECTION SERVICES

Controlled Companies of AMERICAN DISTRICT TELEGRAPH CO. 155 Sixth Ave., New York 13, N. Y.
CENTRAL STATIONS IN ALL PRINCIPAL CITIES OF THE UNITED STATES

A.D.T.

Electric Protection Services
AGAINST FIRE · BURGLARY · HOLDUP
A NATION-WIDE ORGANIZATION

EDITORIAL COMMENT

Insurance Costs and Price Levels

The fact that automobile insurance rates are being increased, at least for a large proportion of the motorists at this time, again illustrates what insurance men have often remarked upon, that the insurance rate level so often is in contrast to the price level in other fields. In other words, when prices of commodities, services, etc., are down, insurance costs frequently have to go up and when the price level ascends, elements are introduced that often bring about insurance rate reductions.

During the depression years, for instance, when wages were low and prices of almost everything were down, workmen's compensation rates had to be increased. During the years of war prosperity, automobile insurance, workmen's

compensation and rates for other forms of insurance went down and then immediately upon the end of the war, it becomes necessary to jack up the cost of automobile insurance. That makes a difficult public relations situation for insurance.

The industry doesn't get due credit for reducing its rates when the cost of other things is going up, but it is certain to suffer abuse when it finds that it is necessary to increase the tariff at a time of a descending price level.

Those who would like to have insurance defined by statute or treated by the courts as a commodity might like to reconcile the fact that the price level of insurance and other commodities are so often in direct contrast.

Have a Heart for Vacationists

Insurance men are resourceful and ingenious. Now a group is organizing a society which has a dignified name, "Club to Increase Humanitarian Treatment of Vacationists." It is explained that when a person goes on a vacation he seeks recreation and enjoyment. He is far away, in mind at least, from his employment. He is in a new world. He adapts himself to his changed environment and his daily routine is dislocated. He builds up a new program of daily activity. He almost forgets his business. Therefore, when he returns to work it is very difficult for him to get back into

the dull course of business. It irks him. He is much disturbed. Days when he starts are long and the duties are arduous. This lasts until he again can adapt himself to his daily work routine and once more gather up the scattered threads.

The object of this society is to get employers to recognize this changed condition and have the employee on his return work, for example, the first day three hours, the next day four hours, the next day five hours and gradually get back into his stride and accustomed hours of work.

Clear, Intelligent Thinking Needed

During this period of reconstruction there will be required clear, intelligent constructive thinking on part of insurance people. However, insurance has always given a good account of itself in any sort of crisis or great change. It has been confronted with war, epidemics, panic, catastrophe, depression, governmental attacks and yet it has emerged with great credit to itself because its leaders came to the front and pointed out the way in a very sensible and appealing fashion. Insurance naturally is conservative. That is a basic requirement. Its chief object is the safety of its policyholders. Therefore it must keep within certain confines.

However, at present, when there will be abrupt changes and great adjustments, there may be an inclination to break over the bars and try to stimulate artificially a condition that has been abnormal though natural to the times. Insurance has been readily sold during

these war years. More people have had more money, they realized the necessity of protecting what they had because it was worth more. They regard insurance as a saving. Many have bought life insurance as a hedge to inflation. People have appreciated the sheltering arms of insurance. Regardless of the U. S. Supreme Court decision in the Southeastern Underwriters Association case, the insurance buying public has not lost its confidence in the insurance industry. Today it has a favorable public.

With the change of the times, insurance will not be so readily sold. In fact insurance has been bought during recent years without much argument or pressure. Now the producers will have to sell insurance and bring forth some of their best arguments.

Perhaps the greatest danger will lie in the tendency of some companies to endeavor to maintain their premium in-



"I THINK IT'S SILLY TO BUY LIABILITY INSURANCE. THE OTHER PERSON GETS ALL THE MONEY."

come by devious methods, which may have a bad effect on themselves and the industry at large. Sharp competitive practices will be manifest. Companies will try to take advantage of others. They will disregard some of the principles that have been followed and found most desirable.

After all it might be said in a day like this insurance should recognize that there are certain fundamental principles and concepts that are basic and must be regarded in order to maintain safety and permanency. These cannot be ruthlessly set aside. In fact any company or industry is destined to be severely jolted if it disregards these fundamentals that have been tried and not found wanting. There are 100 cents in a dollar and no more. No more money can be extracted from the dollar than 100 cents. There are some companies and some agents that will endeavor to do the extracting in the hope that by some magic wand, luck will come their way.

Insurance will stand upright and will continue to go forward provided it does not stray far from the beaten path. Hence all of us should stand by certain practices that have been found conducive to safety. People after all are interested in security. They want that in their insurance. They seek it for themselves personally and when they supplement their own efforts by insur-

ance they certainly desire insurance to follow that course which will mean soundness and safety.

There will have to be a change in methods, a return to more normal conditions, but this should be done in an orderly, sensible way. Insurance has the opportunity now of convincing the public that so far as it is concerned it will present only security with high service to its policyholder. We are certain that insurance will continue to give a good account of itself and will meet the present demands and conditions so that the public will continue to be well protected and served.

PERSONALS

Louis Luecke, shipper in the supply department of Phoenix - Connecticut group, celebrated his 50th anniversary with the group. He was employed in 1895 in the Cincinnati office, and went to Hartford in 1913 when the western department was transferred there. In honor of his long service, associates presented him a fitted traveling bag and basket of flowers.

C. C. Fraizer, who resigned recently as insurance director of Nebraska, has removed his law office to 425 Lincoln Liberty Life building, Lincoln.

Philip S. Brown, secretary of Hartford Fire, received a gold service pin, presented by Vice-president A. W. Ty-



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rol, in recognition of his 25th anniversary with the company. He graduated in 1920 from M.I.T., where he majored in engineering administration, and shortly afterward joined Hartford Fire as an engineer. After seven years of field and special service work, he returned to the home office in 1927. He became office manager in 1936 and in addition is now in charge of underwriting in the West Indies and Mexico. He was elected assistant secretary in 1935 and secretary in 1941. He has served as chairman of the Inland Marine Underwriters Association rates and forms committee on bridges and tunnels.

John A. North, vice-president of Phoenix of Hartford, has just been named a director of the Connecticut Chamber of Commerce for a two-year term. He is the only insurance man named to a statewide post. **Jesse W. Randall**, president of Travelers, was named to represent the Hartford county district.

Thomas E. Heald, loss superintendent in the western department of National Fire, is confined to West Suburban Hospital, Chicago, due to a heart ailment. It is expected that he will have to remain in the hospital two or three weeks and then will remain at his home at Oak Park for several weeks thereafter.

Fred I. Sipp, Columbus, special agent of Hartford Fire and president of the Fire Prevention Association of Ohio, is recovering from a broken cartilage in his right leg, suffered in an accident several weeks ago. His leg had to be kept in a cast for three weeks. Mr. Sipp is hopeful that he will be able to attend the meeting of the Blue Goose and Ohio Fire Underwriters Association in Cincinnati Sept. 10-11.

John D. Crist, Middletown, O., has sold his agency to Ralph Grimes.

Grace Hammel has disposed of the W. N. McNutt agency at Lewisburg, O.

DEATHS

Charles F. Burton, 55, who had operated a local agency at Billings, Mont., about 32 years died at a veterans hospital at Portland, Ore. He had undergone an operation there and was about to be discharged when he suffered a heart attack. He was born in England and was a graduate of the University of Wisconsin. Since last May he had been a member of the governor's veterans welfare commission of Montana. He served in the first war and during the second war saw duty at Ft. Lewis, Wash., and at Bushnell General Hospital, Brigham, Utah. At the time of his discharge last October he was a major.

Mrs. Dorothy Chase Waters, wife of William W. Waters, state agent of Ohio Farmers at Columbus, died there. Burial was at Leroy Monday.

Edgar B. Warren, 68, operating the Warren Insurance Agency in Green Bay, Wis., founded by his father, died there after an illness of one week. He practiced law two years before entering the agency field.

Louis G. Gelinis, 50, since 1917 with the A. J. Gelinis & Son agency in Nashua, N. H., and in recent years head of the agency, died there.

Frank G. Holbrook, 89, local agent of North Attleboro, Mass., is dead. He opened his agency in 1900. He had been chairman of the board of assessors in North Attleboro for several years and was prominent in Republican politics.

Henry M. Slade, 75, division stamping office manager at New Bedford, Mass., for many years up to his retirement last year, and for 28 years secretary for the New Bedford district until his retirement from that position eight years ago, died at his home in South Dartmouth, Mass. After serving as an underwriter for the old American in Boston, he became field man and inspector for the

New England Insurance Exchange and went to New Bedford in 1909.

Mrs. Margaret Chapman, wife of R. J. Chapman of Des Moines, resident manager of THE NATIONAL UNDERWRITER, died last Friday at a hospital there and was buried Tuesday at Indianapolis, her old home. Mrs. Chapman was known to many insurance men. She suffered from high blood pressure and had a heart attack. Mrs. Chapman handled her husband's work in connection with THE NATIONAL UNDERWRITER. She wrote all his letters, took care of all telephone inquiries. She had an intimate knowledge of the business.

Bob and Margaret Chapman went to school together in Indianapolis. His parents are both alive and live in Indianapolis, his father being a dentist, Dr. A. B. Chapman, who is, however, not now actively in practice. Mrs. Chapman's parents are both dead. She died in her sleep last Friday morning, after having been brought home earlier in the week from the Iowa Methodist Hospital, where she had been under observation and treatment for some weeks.

Robert S. Hornish, 72, local agent at Pekin, Ill., died at a hospital at Champaign, Ill., after an illness. He had been in the local agency business about 15 years.

Mrs. H. W. Krogman, wife of the partner in the Engelhard-Krogman & Co. agency, Chicago, died in West Suburban hospital there after a short illness following an operation. Burial was in Forest Home cemetery.

William S. Cameron, 45, district inspector at Milwaukee for National Inspection Company, died suddenly in the hospital at Tomohawk, Wis., following a heart attack. He traveled part of Wisconsin and northern Illinois for National Inspection and had been with that company 16 years. Burial was at Rockford, Ill.

Hearing on S. C. "Comp" Rate Increase Sept. 12

There will be a hearing on a requested increase of 16.2% in South Carolina compensation rates Sept. 12. The companies were denied an increase earlier this year by Commissioner Murphy, who has agreed to meet with their representatives next week for reconsideration of the matter.

The legislature, which refused to alter the compensation laws, has been told by labor and industrial representatives that the "excessive" compensation awards granted by the state industrial commission are responsible for the demand for increased rates. A joint legislative commission is investigating the administration of the laws by the industrial commission at the present time.

Await N. Y. O.K. in Auto Plan

The National Automobile Underwriters Association's proposal to remove the ration credits from collision rate in New York state, as it has done in other states, is still awaiting approval by the New York department. While workmen's compensation is the only type of insurance for which advance approval is required, the general custom is to get the department's O. K. before promulgating revisions in other lines of insurance as well.

W. Va. Agents Convention Sept. 24

The annual convention of the West Virginia Association of Insurance Agents will be held at the Daniel Boone hotel in Charleston Sept. 24. There will be panel discussions of various topics. The executive committee will meet the preceding day with Chairman Tom J. Neff of Wheeling presiding. C. V. Feller, Mullens, is president, and C. T. McHenry of Charleston is secretary-treasurer.

The Jackman agency at Hamler, O., has been sold to Dora Deters, a local agent there.

THE PHOENIX-CONNECTICUT GROUP of Fire Insurance Companies



The Phoenix
Insurance Company, Hartford, Conn.
1894

The Connecticut
Fire Insurance Co., Hartford, Conn.
1850

FOUTABLE
Fire & Marine Insurance Company
Providence, R.I.
1859

ATLANTIC FIRE INSURANCE CO.
Raleigh, North Carolina

THE CENTRAL STATES FIRE INS. CO.
Wichita, Kansas

GREAT EASTERN FIRE INSURANCE CO.
White Plains, N. Y.

MINNEAPOLIS F. & M. INSURANCE CO.
Minneapolis, Minn.

RELIANCE INS. CO. OF CANADA
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HARTFORD
30 Trinity Street

CHICAGO
Insurance Exchange

NEW YORK
110 William Street

SAN FRANCISCO
220 Montgomery Street

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All Forms of Fire and
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Ocean and Inland Marine
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Our survey service is a valuable aid to the agent who wants to maintain professional standing in his community. Our fieldmen are qualified to assist in the preparation of insurance programs.

Write us for particulars

New York Underwriters Insurance Company
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Private Building Gives Signs of Early Activity

Contract Bond Specialists Detect Boom in Offing

Agents and brokers specializing in the contract bond field report that already there has been an increase in orders, especially in the field of private construction attributable to the ending of the war. A good many firms had in their files perfected plans for additional plant construction with the intention of releasing the work just as soon as the war was over and materials could be gotten. Some of these plans are now being put into execution and contract bonds are in demand.

There seems to be some evidence that firms that previously did not require contract bonds will now insist upon such protection. The fact that the rate is now 1% instead of 1½% in the Towner companies, the agents say, is not primarily responsible for the conversion. The most important consideration seems to be the inflation hazard with the danger that there may be ascending costs of material and labor that would be embarrassing to the contractor. Then there may be uncertainty as to the financial situation of a contractor. While he may appear to have come out of the war in a flush condition, there is a possibility that he may be the type of operator who never knows his true costs and simply gets along on his current revenue. Such a contractor may fall on evil days when there is a changed situation and the flow of new work diminishes. Another element which may tend to popularize contract bonds in the private construction field at this time is the fact that so many architects were employed on government work during the war and have become accustomed to thinking of contract bonds as part and parcel of a construction operation.

Labor Department Figures

According to the U. S. Department of Labor release, the estimated construction expenditures in continental United States in July amounted to \$529 million or 26% above the level of July, 1944. Non-residential expenditures experienced the greatest increase both in dollar volume which was \$75 million and in proportion which was 147%. About 2½ times as much was expended for construction of industrial buildings and almost three times as much for commercial buildings in July, 1945, as in July, 1944.

Public construction for peace time purposes will probably not shape up as rapidly as private construction. There may be some lag in this direction. There has been a good deal of vague planning for post-war public projects, but these necessarily can't be executed nearly as promptly as private construction. There is a good possibility that institutional building may become important very quickly. Churches, hospitals, colleges, private schools, etc., have been accumulating funds during the war years from gifts and in other ways, and they have a multiplicity of designs for expansion. This class of plans can probably be put into execution a good deal faster than can plans for public construction.

The contract bond people universally

Truck Rules Are Revised in Texas

Revised Procedure on B.I. and P.D. for Liquefied Gas Trucks

AUSTIN, TEX.—The Texas board of insurance commissioners has revised the procedure and increased bodily injury and property damage policy limits on butane or liquefied petroleum gas trucks. Rule 72, page 82, of the Texas automobile manual is amended to include "trucks hauling butane or liquefied petroleum gases and for garage incidental passenger livery operations and to all public automobiles where passenger hazard coverage is afforded, including driverless cars, except public automobiles of the bus or commercial type."

A new table has been adopted for property damage liability limits based on the \$5,000 per accident rate:

\$10,000	.....130%	\$45,000	.....172%
15,000	.....145%	50,000	.....175%
20,000	.....154%	60,000	.....178%
25,000	.....160%	70,000	.....181%
30,000	.....163%	80,000	.....184%
35,000	.....166%	90,000	.....187%
40,000	.....169%	100,000	.....190%

A uniform reporting plan has been provided so that statistical data may be segregated from other classes of trucks. Trucks hauling butane gas or liquefied petroleum gases of other types automatically fall within the truckmen classification, Rule 25 of the Texas automobile manual, which requires that operators secure licenses from the Texas railroad commission. Class 2 rates apply to the long haul truckman and class 3 to the local truckman.

Must File Reports

On all policies covering trucks hauling butane or liquefied petroleum gases carriers are required to file the daily report with the casualty insurance commissioner, not later than 15 days after issuance of the policy.

On policies covering equipment operated under a permit from the railroad commission daily reports must be filed with the casualty insurance commissioner. These reports must be exact duplicates of the policy filed with the railroad commissioner and must include exact copies of any and all endorsements. Subsequent endorsements must be filed immediately.

Insured required to file the original policy with the railroad commissioner must be furnished an exact copy of the policy or daily report showing all equipment insured, the rates and premiums charged, exact copies of all endorsements and all other information shown on the original policy.

feel that they are approaching a decidedly active period and their appetites are whetted because the contract bond business has been in the doldrums since the time that the early feverish war construction program tapered off.

Many projects that might otherwise be started today, probably will be postponed until the builder is certain that he can get the job done without interruption. He doesn't relish the prospect of breaking ground and then being held back because of inability to get this or that material or item. This may be more of a deterrent to house builders than to commercial and industrial enterprises. A man may desire to build a house and be prepared to finance it and yet decide to put it off when he finds that he can't get a bathtub or soil pipe.

Arthur S. Kuenkler, chief of the casualty section War Department contract insurance division, has been promoted to lieutenant colonel.

Finds Insurance Is Making Rapid Recovery in Europe

NEW YORK—The rapidity of the recovery of the insurance business in the liberated countries of Europe has been surprising and gratifying, according to H. Ernest Feer, director of Accident & Casualty at its head office in Winterthur, Switzerland, who is in the United States on a two months' trip.

The insurance business has come back faster than banking or the railroads, said Mr. Feer, indicating the basic place of insurance in a nation's economy.

As to insurance conditions in Europe, Mr. Feer emphasized that it is at present impossible to speak of Europe as a whole, so greatly do conditions differ from one country to another. Even in Denmark and Norway, both Scandinavian countries and both occupied by the Germans during the war, the conditions are not the same.

Last Visit Before War

Mr. Feer, former vice-president of American Equitable of the Corroon & Reynolds group, made his last previous visit to the United States in the spring of 1939, a few months before the war began in Europe. He expressed gratification at the progress Accident & Casualty is making in the United States and said that the company's European experience, despite the war, has been good.

His trip to this country was speedy and pleasant, taking only 10 days in all. From Lisbon to New York he traveled by Pan American clipper. The plane was delayed at its Azores stop and the passengers stayed over night there. It also made a stop at Bermuda.

General Accident Forms Minn. Unit

General Accident and Potomac, for automobile only, have organized a Minnesota branch office in the Phoenix building, Minneapolis. Kenneth J. Grant is manager.

Since 1938 General Accident has been represented for Minneapolis and vicinity on a general agency basis by the Larson agency and the automobile department of Potomac has also been under the wing of that agency.

Axel Larson expressed a desire to restrict his general agency activities to the development of fire and inland marine business.

Mr. Grant has been associated with the Larson Agency.

He has had 10 years in the insurance business, the last seven years with the Larson agency as field representative for General Accident. Prior to that he was with Ocean Accident in Chicago and in Minnesota.

Phelps to National Surety

William J. Phelps superintendent of the bond department of the Employers group in Connecticut, has resigned to join National Surety as assistant manager in Connecticut. He started as a special agent of Fidelity & Casualty, going to American Surety in 1932 and to Employers in 1936. He has been in the casualty field in Connecticut since 1930.

To Restore Prewar Auto Rate Classifications

Want Basic Rate to Be Higher Than C Card Level

NEW YORK—Filing of revised rates and a new rating basis for automobile B.I. and P.D. liability coverages in New York state is looked for by the end of this week or at the latest by the middle of next. Not all details are settled and the whole matter, country-wide as well as New York state, was scheduled for discussion with representatives of the agents, brokers, and general agents Wednesday afternoon. However, the National Bureau of Casualty & Surety Underwriters and Mutual Casualty Insurance Rating Bureau are reported to be in substantial agreement on a type of rating plan, which would follow closely the A, A-1, and B classifications used before the war.

There is less complete accord on how much the rates should be raised, the mutuals being reported to favor a return to 1941 rates while the stock carriers prefer not to go that far on B. I. rates, believing that closing about half the gap between present rates and those of 1941 would be the wisest course until more experience can be accumulated.

The difference of opinion between stock and mutual carriers was not so much on the question of the loss level that can probably be expected under peacetime conditions but rather as to the practical considerations involved in getting the rates up to where they would be sufficient to take care of the higher cost.

Another point that is not yet settled is whether the countrywide rating basis and rate level revision will be the same in all particulars as that filed in New York. A National Bureau meeting is scheduled for Friday on the countrywide situation. As to uniformity between the National Bureau's rates and plan and the mutual bureau's these are ordinarily identical in those states in which both organizations file.

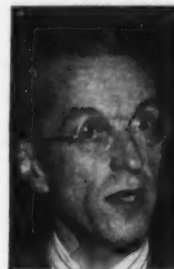
Difference in A-1 Plan

Use of a loss frequency half-way between the 1944 indications and the 1941 level was regarded as a very conservative assumption, the expectation being that experience will be considerably less favorable. Even on the basis of this ultra-conservative hypothesis, the loss levels countrywide and in New York state for B.I. would be definitely higher than for 1941, while for P.D. they would be very substantially higher than 1941.

One difference between the pre-war mileage basis and the proposed one is that the classification corresponding to the old A-1 category would exclude drivers under age 21 instead of those under 25. There is some difference of opinion as to just where this age line should be drawn. Even though a good case could be made out for using age 25 rather than 21, there is a feeling among the underwriters that the advantage of using age 25 might well be offset by an adverse reaction among the insuring public, particularly among ex-service men in the 21-25 age group and their parents.

Age 21, on the other hand, is hallowed by custom as the time when the adult

(CONTINUED ON PAGE 24)



H. Ernest Feer

Cover Permanent Disability, More Workers: Altmeyer

Congressional Committee Criticises Overlapping in Social Security Setup

WASHINGTON — Provision for benefits under old-age and survivors insurance for retirement on account of permanent disability was recommended by Dr. Arthur J. Altmeyer, chairman of the Social Security Board, to a congressional committee. He also recommended inclusion of farmers, self-employed and farm labor under OASI, saying this could be done without too much complication under a "stamp book" system, remittances being made, perhaps, with income tax returns. The share-cropper would present a problem, however, he admitted, in determining whether or not he is an employee.

The number of OASI policyholders has increased greatly under wartime employment, Altmeyer said, while claims for OASI benefits have increased substantially "because of the increase in the size of the insured population, a rise in retirements among aged workers, and an increase in deaths that give rise to survivor benefits." War casualties are reflected particularly in the increase of claims based on deaths at under 35 years of age.

Grilled on Influencing Legislation

Rep. Engel grilled the SSB chairman as to its participation in influencing legislation, saying SSB people have advocated the Wagner-Murray-Dingell bill "when it is a violation" of law. Engel brought in the names of board employees such as Isador Falk, Ida Merriam, B. S. Sanders, Michael Davis, Wilbur Cohen. Altmeyer insisted board people have only furnished technical information, facts, when asked.

He said SSB had prepared a report on the WMD bill, endorsing it generally but suggesting many changes in language, which report went to the budget bureau. He denied the board advocated state medicine or socialized medicine, but admitted it has recommended "a system of health insurance."

Committee members made the point it is possible for beneficiaries of old-age public assistance to receive more money than OAS insured who have contributed to the OASI fund. Altmeyer suggested the law might be "improved" in that respect, as he said the present situation is "paradoxical." He said the board has advocated changes in title I of the social security act to give recognition to difference in economic status of people in various states and to provide flexibility in the program of grants-in-aid under title I, "in order to try to bring closer together" state payments under that title, varying from \$11 to \$45.

Is "Large Insurance Company"

On account of increased OASI work, the SSB wanted to increase the number of employees in the bureau by about 600. Social security overhead is paid for about 85% out of taxation and 15% out of general treasury revenues, Altmeyer estimated.

The OASI bureau of the SSB "is in the nature of a large insurance company," said Altmeyer. Claims must be handled efficiently and correctly and promptly. Nevertheless, SSB has "in suspense" some 20,000,000 "items" accumulated, representing \$1.5 billions wages and \$30 million contributions, because SSB has not the information upon

(CONTINUED ON PAGE 22)

Open Bids Sept. 12 on State Auto Cover in Washington

SEATTLE—F. A. Pokswin, state supervisor of purchasing, has issued specifications for bids on the public liability and property damage coverage on state automotive equipment. Bids will be opened at the department of finance, budget and business in Olympia, Sept. 12.

Liability limits are \$10,000/\$20,000 bodily injury and \$5,000 property damage, with a master policy to be issued to the state and certificates for the various departments. Automatic assumption of acquired vehicles and dropping of vehicles on date of disposal as provided by the auto fleet plan endorsement will be made subject to pro rata adjustment on annual audit. Term of the policy is one year.

A mandatory set of endorsements is called for in the bid specifications, including assumption of liability for claims filed by state employees and officials, although it is specifically stated that it is not intended that the policy shall grant workmen's compensation or employer's liability coverage. The carrier also waives defenses of the state.

The state has 700 passenger cars, 1,300 trucks and commercial type vehicles, 259 pieces of special power-driven equipment, and 501 trailers and trailer-type units.

Pacific Indemnity is the current carrier, having been awarded the business a year ago on the low bid of \$10,803, subject to audit at the end of the annual term. The year before General Casualty had the line for \$13,385, while the preceding year Truck Exchange and Farmers Automobile Exchange carried the line for \$13,405.

Nat'l Casualty to Boost Capital

National Casualty has called a meeting of stockholders for Sept. 18 to vote on a proposal to increase the capital from \$1 million to \$1½ million. This would be accomplished by the declaration of a stock dividend of 50,000 shares of \$10 par value to be distributed among shareholders proportionately to their respective stock holdings.

The market for National Casualty shares has been quite active lately and got up to about \$37. This is the second capital increase in recent years. In 1941 the capital was increased from \$750,000 to \$1 million.

As of Dec. 31, 1944 assets of National Casualty were \$7,458,321, premium reserve \$1,410,380, loss reserve \$1,463,409, contingency reserve \$692,585. Net premiums written were \$5,873,131, dividends paid \$125,000. Loss ratio on an earned-incurred basis was 49, expense ratio 40.6. The interest revenue was \$164,288.

Tells How Complaints Are Handled

LOS ANGELES—Methods used by the California insurance department in handling complaints were explained by H. F. Risbrough, assistant commissioner, at the National Automobile & Casualty hearing here.

Of the 31 complaints filed against companies in 1942-1944 none was against the National Automobile. Complaints relative to workmen's compensation are not handled by the insurance department, but are sent to the industrial accident commission.

Frank Fullenwider, deputy commissioner appearing in the role of witness, testified that in 1941 he had issued two and perhaps three orders to show cause against companies, and in 1942 out of 13 orders he had issued three. He usually issued the orders without referring them to any one else. Questioned as to the National Automobile order, he said the directive to prepare it had come from Commissioner Garrison.

Apiarist Seeks Cover Against DDT Hazard

As an insurance commentary on DDT, the insect spray that has just been put on the market for civilians, a London Lloyds representative got an inquiry from an apiarist as to the possibility of buying insurance to cover the loss of bees from coming in contact with this spray that might have been applied by farmers or gardeners against destructive insects. This particular Lloyds representative did not submit the matter to his principals but merely replied that an insurance proposition could not be quoted at least until some experience had been gained in connection with the use of the spray and perhaps state legislation and local ordinances had been enacted governing its use.

Incidentally, there is some interest on the part of fire insurance people in possible fire hazards in connection with the use of DDT. The instructions accompanying some of the sprays warn against using it near a flame, indicating that there is a kerosene base.

Hilton Hartford A. & I. Fidelity Head in West

Hartford Accident has appointed Ward H. Hilton superintendent of the fidelity and surety department of the western department to succeed William H. Wallace, who has been elected a vice-president of the company and will supervise the fidelity and surety department at home office.

Mr. Hilton joined Hartford A. & I. in 1923, after graduating from Dartmouth College. He began his insurance career in the fidelity and surety department and has been continuously in such work. During his earlier years with the company he served as an underwriter and as a field man. In 1930 he was appointed assistant superintendent of the Cook county fidelity and surety department. At that time the fidelity and surety department was divided into two sections which were later unified under the direction of Mr. Wallace as superintendent and Mr. Hilton, assistant superintendent.

Mr. Hilton has been active in the affairs of the Surety Underwriters Association of Chicago, and in November, 1944, was elected its president, which post he now holds.

Col. Plumley of N.S.L.I. Writing Book on Group

WASHINGTON—Col. H. L. Plumley, head of the army's National Service Life division, is writing a book on group insurance which will also touch on social security and social insurance. Col. Plumley is regarded as an authority in the government service on group insurance. During his service in the War Department contract insurance division, he was in charge of such matters, with relation to government contracts, as life, annuity and pension plans, group, accident insurance, and benefits in case of capture and detention.

Col. Plumley was with the group department of Travelers before going into the army with the rank of major. He had been with Travelers since graduating from Williams College in 1925.

N. J. Group Opens Season

NEWARK—The Casualty Underwriters Association of New Jersey will open its season with a luncheon in Newark Sept. 10. President Ernest E. Ehlers will outline the program for the season.

New Texas Dept. Casualty Setup Is Announced

Lemmon, Penn, Price, Bennett and McDonald in New Posts

AUSTIN, TEX.—Vestal Lemmon, head of the technical staff of the Texas board of insurance commissioners and a department employee for more than 10 years, has been named casualty actuary and will head the actuarial and statistical section created by the new law, Casualty Commissioner Gibbs has announced.

Lt. Paul Benbrook, now on leave and in active naval service, has been named assistant casualty actuary. He was director of the automobile section when he entered the service. Previous to that he was with Cravens, Dargan & Co. in Houston.

Three new sections have been created since the Texas Board now regulates practically all casualty lines. The bond and burglary departments will be headed by A. W. Penn, with the title of director. After practicing law in Austin, Mr. Penn went with the New York office of American Surety 22 years ago in legal and claim work and then represented that company in Austin and Dallas.

Bennett Heads General Section

D. R. Bennett, Houston manager Commercial Standard, will be director of the general casualty section, handling practically all general liability lines. He also has been with Travelers as special agent and Texas Employers Insurance Association in the underwriting and sales department.

Ned Price, Tyler attorney, will be director of the new title insurance section.

Col. Gerald W. Greathouse, now in active service in Germany, is on leave as director of the workmen's compensation service. Until his return, Mrs. Natalie Basford, who has been with the Texas board for many years and is assistant director and chief rater of the workmen's compensation service, will act as director.

Angus McDonald, former newspaperman who joined the automobile section as a rater in 1939, will be promoted to director of the automobile section. Mr. McDonald previously served as chief inspector, unit statistical supervisor and assistant chief rater of the automobile department.

Disappearance Losses Continue to Give Concern

Just how long casualty companies will stand the punishment for residence burglary claims remains to be seen. The big problem is in the residence and outside theft policy which covers mysterious disappearance. Claims under this head are multiplying by the hundreds. People lose some article and immediately they put in a claim under the burglary policy. For instance a man may have lost a cuff link and a claim is put in. Fountain pens, expensive pencils, all forms of jewelry and clothing now come under this head and it is very difficult for the companies to prove that these have not disappeared or were not taken.

John S. Stephens, formerly an underwriter of Hartford Accident in Los Angeles, has been discharged from the merchant marine and has resumed his position with Hartford.



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"It's customer goodwill," say most of the Producers we've asked. "Sure, we have to know the insurance business from A to Z, but technical insurance knowledge without *customer confidence* is as useless as a light bulb without electricity."

That's how we look at it, too. And since our future is closely tied to that of our Producers, the services and policies of American-Associated are constantly being improved and expanded to help you build

up the goodwill and confidence of your customers.

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ACCIDENT AND HEALTH

Chance to Line Up Former Employees of Defense Industries

There will be now many former employees of defense and war industries that will seek peacetime positions. Most of these industries carried group insurance, life, accident and health, hospitalization. There is a certain time left for conversion from the group policy to the higher priced form so that a large number of these people will now become prospects for regular insurance. They have had a good taste of insurance under the group plan and have liked it. In many cases group insurance has been an educator for the more substantial form.

Costigan in Des Moines

Robert J. Costigan, Business Men's Assurance, Kansas City, president of the National Association of Accident & Health Underwriters, spoke before the Des Moines association at the group's monthly meeting. He also was a guest of the association at a breakfast.

United Medical Service, N. Y., Expands Coverage

United Medical Service, the plan for prepaid medical care sponsored by the Medical Society of the State of New York and 17 county medical societies in Greater New York, is offering a group contract for medical, surgical and maternity care, including after-care, in the home and the doctor's office, as well as in the hospital. Specified payments are provided toward the services of qualified specialists.

The expanded service will be limited to a maximum of 25,000 persons enrolled in groups of 50 or more in Associated Hospital Service of New York until further expansion is justified on the basis of actual experience. Contracts for the service, which provides full coverage to families with incomes up to \$2,500 and partial coverage for all other enrolled subscribers, will be issued to employers instead of to individual subscribers as in previous plans.

Complete coverage will cost \$1.60 a month for individuals and \$4 for husband and wife, including any number of unmarried children under 18. Sub-

scribers will be entitled to one visit a day from a general practitioner up to 20 for any one illness, injury or pregnancy case. Additional visits may be authorized by UMS.

It will pay the participating physician \$2 for each visit to his office and \$3 for each visit at home or in the hospital. For any call after 8 p.m. the physician may make an additional charge not to exceed \$2 for subscribers in the lower income brackets. For this group of subscribers such payments will constitute the participating physician's entire fee.

Specialist services are provided when the subscriber is referred to a qualified specialist by his attending physician. In these cases UMS will pay the specialist 50% toward an established "base rate" fee. The specialist will not charge more than the remaining 50% to subscribers with family incomes under \$2,500.

Golfers Killed on Links by Lightning Stroke

Dr. Lewis Law, Chicago physician and surgeon of repute, who was killed by lightning as he was playing golf at the Deeppath Golf Course, Lake Forest, Ill., had just been discharged from the army. His steel clubs attracted the lightning. Sydney M. Wood, shore protection and erosion engineer, who was playing with Dr. Law, was stunned by the bolt. Dr. Law was planning to return to Rochester, Minn., to resume his work in the Mayo Clinic which he left to enter the navy three years ago.

This case simply emphasizes the danger of playing golf during a thunderstorm, but it opens the way for an argument for a new approach on accident insurance to golfers. Probably the most notable insurance case was the death of Charles A. Bickerstaff of Atlanta, southern manager of Fireman's Fund, who was killed while walking on the course trying to get to the clubhouse out of the rain. A fire insurance field man at Pittsburgh not so long ago had just started to tee off. He was holding an iron club which was struck by lightning, melting it entirely and killing him. Agents can bring these striking incidents to the attention of golfers, who probably need to reinforce their accident insurance.

Dogs as Causes of Automobile Accidents

Companies writing accident and automobile personal liability insurance in going over causes have been amazed at the number of accidents due to a dog in the car. The animal sometimes has leaped from the back seat to the front or in other ways has distracted the driver. Some companies are advocating laws prohibiting the presence of dogs or other animals in a car unless they are attached to a leash not over two feet long.

Costigan Is on Tour of A. & H. Associations

R. J. Costigan, Business Men's Assurance, Kansas City, president National Association of Accident & Health Underwriters, is putting in the entire month of September calling on local associations, largely in the east. His itinerary includes: Des Moines, Sept. 4; Cedar Rapids (organization meeting), Sept. 5; Cleveland, Sept. 10; Baltimore, Sept. 11; Washington, Sept. 12; Philadelphia, Sept. 14; Newark, Sept. 17; New York, Sept. 18; Hartford, Sept. 19-20; Boston, Sept. 21; Pittsburgh, Sept. 24; Buffalo, Sept. 26; Detroit, Sept. 27 or 28.

He will return to Kansas City Oct. 1 for a short rest and will resume his travels about Oct. 15. The talk which he is giving is on "Let's Move Over Onto Main Street." About half of his talk is devoted to the need for organization and association matters generally

and the other half to presenting his ideas in selling.

To assist Mr. Costigan in his program, E. H. Mueller, managing director, has accepted several speaking invitations. He will meet Mr. Costigan in Chicago Sept. 6 for a conference with several Chicago insurance officials to enlist their companies' aid in endorsing the association's program of increased membership, urging company support in enrolling membership at large. Mr. Mueller will speak before the Peoria, Ill., association Sept. 7; in St. Louis, Sept. 19 or 20, and in Memphis, Sept. 21, at the organization meeting of that association.

Jordan Milwaukee Speaker

The Accident & Health Underwriters of Milwaukee will resume their monthly luncheon meetings Sept. 6. Richard Jordan, manager of the Better Business Bureau of Milwaukee, will speak on "Protecting America's Savings from Swindlers."

Clifton Wichita Secretary

Bert Clifton, Mutual Benefit Health & Accident, has been named secretary of the Wichita Accident & Health Underwriters Association to succeed William Corrigan of Van Arsdale & Larkin, who resigned upon his election last week as president of the Wichita Association of Insurance Agents.

Loyal Protective Supervisors

Warren G. Gates has returned to Loyal Protective Life after three years in service and has been named field supervisor in the middle western states. John J. Crane, field supervisor for the past year in the west central states, has been transferred to California. Mr. Gates entered the business in 1932, while Mr. Crane started in 1931.

CHANGES

Glens Falls Indemnity Makes Several Promotions

Glens Falls Indemnity announces a number of promotions and changes in home office and field personnel.

James N. Hastings has been advanced to manager of the home office automobile department; Clifford C. Floyd, former superintendent of the burglary and glass department, has been made manager of that department, while Turner McDowell has been assigned to the newly created post of superintendent of production of the same department; Special Agent Robert A. Whitten is being transferred from the southern to the northern portion of the home office territory; and James M. Brown becomes special agent for the southern portion of the home office territory.

Mr. Hastings, after leaving Temple University, joined Glens Falls in 1930, and worked five years in its automobile department. Then he served as underwriter at Newark until 1938, at which time he was advanced to special agent. Up until the present time, he has served in that capacity in the New York suburban, Pittsburgh and home office territories.

Mr. Floyd, a veteran of 25 years, began his career with Glens Falls. Shortly after the formation of the indemnity company, he was transferred to its burglary and plate glass department, becoming superintendent last December.

Mr. McDowell is a graduate of Hampden-Sidney College, Virginia, and for a year prior to his joining Glens Falls Indemnity, taught school in his native state. From 1930 to 1944 he served in various departments and then entered navy service. Upon his discharge nine months ago, he was assigned to the burglary and glass department.

Mr. Whitten has been a special agent



Ripe for Picking

Until recently, the sale of contract bonds has been negligible because of necessary wartime restrictions on building construction, road-building and the like. In many areas, however, reconversion has already started; blueprints for new buildings are on the drafting boards; and new opportunities are opening daily for the agent who is equipped to handle American Casualty CONTRACT BONDS.

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for the last three years, all of this time having been spent in the southern home office field. Prior to his present employment, he had spent 15 years in underwriting and field work in New York state.

Mr. Brown joins the company with a background of 15 years of casualty and surety field experience in northern New York and, in taking over the southern portion of the home office territory, he will make his headquarters in Albany.

R. K. Peterson Bankers Chief Underwriter in West

Robert K. Peterson, who has been at the head office of Continental Casualty about 25 years, has joined Bankers Indemnity in the western department as chief underwriter. He started with Continental in the experience rating department, then was engaged in payroll auditing and for the last several years has been in the automobile underwriting division. He takes the place of Ralph H. Meaker who has joined American States at the home office.

R. H. Meaker to American States Home Office Post

Ralph H. Meaker has resigned as chief underwriter in the western department of Bankers Indemnity at Chicago to become associated with American States at the head office in an underwriting and production capacity. He has been in the business a total of about 11 years. He started with North America in the fire department and then was transferred to Indemnity of North America. He was with that organization about six years and subsequently was connected with Associated Agencies of Chicago and American Automobile before joining Bankers Indemnity.

Bomse Special Risks Head

Edward L. Bomse has been placed in charge of the special risks department in the New York metropolitan office of Royal Indemnity. He is a graduate of New York University and prior to taking up his duties with Royal was supervising underwriter in the compensation and liability department of National Bureau of Casualty & Surety Underwriters, where he had been employed for the past nine years. Before joining the National Bureau Mr. Bomse spent six years with Mutual Casualty Insurance Rating Bureau.

McKinley U. S. F. & G. Supervisor

L. A. McKinley, for nine years safety engineer and payroll auditor in the Los Angeles office of U. S. F. & G., has been promoted to supervisor.

Clampitt Field Supervisor

Bruce Clampitt of LeMars, Ia., has been appointed field supervisor of Iowa Life and Iowa Farm Mutual, both operated by the Iowa Farm Bureau Federation. He has been a county extension director.

Wilson Asst. Regional Director

Robert A. Wilson of Richmond has become assistant regional director of the State Farm companies in Virginia, Maryland, Delaware and the District of Columbia. He is a former director of public relations for the companies in that territory.

Parker Joins Aero

S. L. Parker, formerly buyer and expeditor in the procurement department of Bell Aircraft, has been appointed underwriter and production man with Aero Insurance Underwriters' Atlanta office. Mr. Parker is a graduate of University of Georgia and served with the medical corps in Africa, Sicily and Italy. He entered service in 1941 and was discharged last December.

SURETY

Independent Contractor Issue

WASHINGTON—Globe Indemnity is seeking review by the Supreme Court of a decision of the fifth circuit court reversing judgment of the district court in favor of Globe in a suit by Gulf Portland Cement Co. to recover \$18,669 paid by Gulf in settlement of claims on account of deaths of two and injury of three workmen employed by Ole Peterson in enlarging the Gulf cement plant

at Houston. Gulf had sued under a Globe manufacturer's public liability policy.

Globe had refused to defend the suit, denying liability. The trial court held that since the work was performed by an independent contractor, the injuries were not covered by the policy. But the circuit court held the injuries were not caused by new construction work within the meaning of the policy.

Globe asserts in petition for certiorari to the Supreme Court that the circuit court refused to regard decisions of Texas state courts, in violation of the federal judiciary act. Globe specifies 12 errors by the circuit court, and submits,

in an accompanying brief, arguments in support of its several points.

Big Shasta Dam Premiums

LOS ANGELES—The Shasta Dam project in northern California, now being built, has taken rank as one of the leading projects in the size of premiums on bonds covering the construction contract. The original premium was \$518,900, and there now has been paid a supplemental premium of \$143,000, making the total \$661,900. It is believed this will make the premium rank next to if not exceed that on Boulder Dam. Fidelity & Deposit, U. S. F. &

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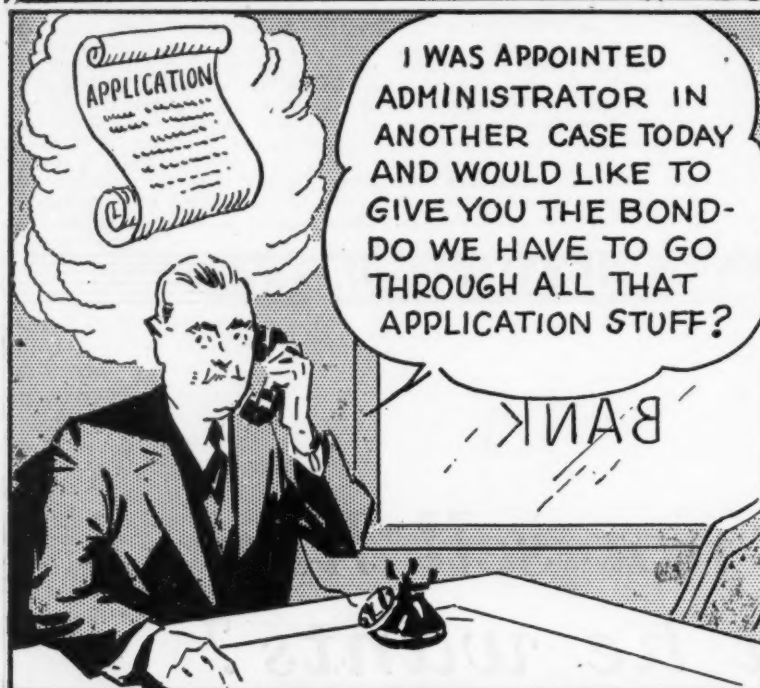
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Writes Huge Probate Bond

Travelers Indemnity recently executed as sole surety one of the largest probate bonds ever filed in a Connecticut court, one for \$1,500,000 to qualify Judge F. M. McCarthy of Ansonia, Conn., as executor under the will of Dr. Royal W. Pinney, late of Derby, Conn.

PERSONALS

Manning W. Heard, vice-president of Hartford Accident, has been appointed by Mayor Mortensen of Hartford as a member of the finance board.

R. E. Hall, manager of the Chicago office of Central Surety, motored to his farm near Annapolis, Md., where Mrs. Hall, their son, R. E., Jr., and daughter, Marilyn, had been spending some time. They visited Mrs. Eleanor Hall, mother of R. E., who is 83 and drives her own car. There is quite a colony of the Hall family which owns farms in the neighborhood, and one of these is a grant of 100 acres made in 1700 by the British crown.

Mary E. MacNeil, supervisor of the accounts department and coding division at the Pittsburgh branch of Hartford Accident, will complete 25 years as a Hartford employee Sept. 14. Mrs. MacNeil, who joined the Pittsburgh staff in 1920, was the first woman employee engaged by Manager F. E. Bradenbaugh after he opened the Pittsburgh office.

Bernard G. Barton, 72, who was an attorney for Fidelity & Casualty in New York, died at the Stamford Hall Hospital, Stamford, Conn. He was also a member of the law firm of Caverly, Diamond, Barton & Dwyer.

Cover Permanent Disability, More Workers: Altmeyer

(CONTINUED FROM PAGE 18)

which properly to credit such items, which committeemen referred to as "lost accounts." These arise in case of rapid changes of employment, etc. The \$30 million contributions go into the social security trust fund.

Advantage of the stamp book system under proposed extension of coverage, Altmeyer said, would be that record keeping would not be necessary for employers, but he admitted there are also disadvantages, with which he would not "bore" the committee.

Criticism of Appropriations

Rep. Andersen thought the agricultural segment of the population should be brought in under the act. Some committeemen were inclined to criticize appropriations for the offices of the SSB proper, as distinguished from its several bureaus. Altmeyer said the board offices render service to the bureaus. The office of actuary, held by W. R. Williamson, he said, is an over-all function and "it would be very costly to set up actuaries in different phases of the board's operations." Mr. Williamson, he added, had many years experience with Travelers and "is able to serve the whole board."

Casualty Group Gets Out Study on Impaired Workers

The Association of Casualty & Surety Executives has published a 36 page booklet containing a complete and scientifically constructed program for the safe and productive employment of physically impaired workers, which will be furnished without cost to employers or agents. The booklet is designed to help business and industry meet the problem of the impaired worker which will be-

come more acute as the armed forces are demobilized.

The booklet is based on months of research by the Center for Safety Education at New York University, and was prepared by the staff of the National Conservation Bureau of the association. It was checked by engineers, physicians and agencies of the government for accuracy, so that it represents an authoritative analysis of the problem.

Entitled "The Physically Impaired—A Guide Book to Their Employment," it was written by John V. Grimaldi, research fellow of the Center for Safety Education, who did much of the research and field testing. The study was made in 25 typical industries which already have had exceptional success with disabled workers.

Read Joins Drive Against Non-Admitted Companies

OKLAHOMA CITY—Commissioner Read of Oklahoma has joined in the fight on non-admitted companies and is launching a campaign designed to educate the public as to the chance it is taking by insuring in companies not licensed in the state. The first bulletin was sent to every newspaper in Oklahoma with the request that it be published. It will be followed up by a bulletin to all bankers, asking them to help spread among their clientele the gospel of buying only from admitted companies. With the consent of Commissioner Hobbs of Kansas, Mr. Read is using his idea in having printed at the bottom of the department's letterheads in large bold face type: "Buy Your Insurance from Admitted Companies."

The Oklahoma commissioner points to a case where one non-admitted company denied liability where the insured was injured when thrown from a horse on the ground that the insured mounted the horse intentionally. Mr. Read added that of course no one ever mounted a horse or got on a train or streetcar without doing so intentionally.

"We can't stop the mail operations nor the radio broadcasts of unadmitted companies but through publicity we can demonstrate to the public the danger of buying from companies that are not licensed in the state," he said.

Cincinnati A. & H. Picnic

CINCINNATI—Summit Hills Country Club in Kentucky was the scene of the annual picnic of the Cincinnati Accident & Health Underwriters Association. The program included an afternoon of golf and swimming, followed by dinner and cards. Homer Trantham, executive secretary Ohio Accident & Health Association, spoke at the dinner. "Any legislation that affects your company, such as excessive taxes, affects you," Mr. Trantham said. If it injures the company it injures you and the entire business. Excessive taxes will bring reduced commissions. Members of local associations must help the state association. All must help, for as in the war when victory was gained not by one, a hundred or a thousand soldiers, but by ten million soldiers all fighting together so victory in combatting interests opposed to accident and health insurance will only be attained by all agents working with their associations.

A. F. Taylor, Toledo, and C. F. Harroll, Dayton, were visitors. Following the dinner at a brief business meeting of the Cincinnati association, the directors decided to hold monthly meetings during the fall and winter on the last Tuesday of each month. Each meeting will be assigned to a different agency in charge of the program.

G. J. Padovich, a partner in the Benson agency, Cle Elum, Wash., died at Portland, Ore., sanitarium following a protracted illness.

The Edgar Snyder agency, Washington, D. C., will be continued by Mrs. Grace Pennington, who has been in charge for some time. Mr. Snyder died recently.

Advocates Social Security for Entire Population

Cogent reasons why it would be more realistic, as well as more in line with modern concepts of social security, to put all forms of social security insurance on a current-cost basis and include the entire population are set forth in a booklet entitled "Financing Social Security," written by Manuel Gelles, associate actuary of Mutual Life, and published by the Academy of Political Science. It is reprinted from the June issue of "Political Science Quarterly."

Mr. Gelles calls attention to the anomaly that exists in the present social security setup, which is that while it has the general aim of guaranteeing all individuals a predefined level of economic existence, the system is tied in with the principle of paying benefits only to those who contribute to the cost.

The social security board, he points out, believes that old age and survivors insurance should be a self-sustaining, closed system, with respect to the working population covered by the benefits, but he contends that the method of financing has not kept pace with the delineation of social security in its broad, present-day terms, but apparently has grown out of earlier forms of social security financing, patterned on legal reserve life insurance.

If, as Mr. Gelles suggests, old-age benefits were extended to all of the population now too old to work, expenditures would be greatly increased and, even on a modest basis, would exceed present or proposed tax receipts from the working population. Yet he believes such a course seems clearly called for by the social security "contract"—i.e., the concept of a basic guarantee to all individuals of a predefined minimum level of economic existence. He contends that otherwise "the economic implications of providing a floor of financial well-being through social security will be obscured if not altogether lost sight of."

Not Just Insurance Scheme

By means of tables showing the relationship between social security taxes and benefits, Mr. Gelles endeavors to show that "social security is not a disembodied insurance scheme but an integral part of the economic balance sheet of the nation." He points out that the income tax and the social security relationships of the individual and government are essentially counterparts, the former involving payments from individual to government, while the latter involves payments in the opposite direction.

The income tax, by reason of its negative elements—deductions for family status, dependents, etc.—involves a subsidy by the government similar to that in social security. Social security benefits to the present dependent groups, such as the over-age group, would presumably mean no dependency allowance in the income tax for support of these individuals. Part of the cost of the old-age benefits would, thus be made up, as far as the government is concerned, by the increase in taxes.

Mr. Gelles lists the following as some of the advantages of financing social security in more realistic terms on a current-cost basis:

1. It would be more apparent to all concerned what the plan would cost and who would pay for it and what level of benefits would be provided at a given cost. This would undoubtedly result in a much clearer idea of what was being done in the way of social security.

2. There would be far less likelihood than at present of liberal benefits (deferred for a number of years in the future) being proposed and adopted without any clear realization in many important quarters of the ultimate cost.
3. Old-age assistance would practically disappear. The present old-age pop-

ulation would receive income as a right and not on the basis of proved need. Preferred "covered" groups of the working population would be eliminated.

4. Central records of individual covered employees' taxes would be greatly simplified, if not entirely eliminated.

5. The concept of individual equities,

which arises from the present treatment of social security, is not realistic in the economic sense that the working population under social security provides the benefits for the nonworking population. The guarantee to the individual worker that he will receive benefits when he himself cannot work is implicit in the functions and obligations of any free democratic people who inaugurate and maintain a social security scheme.

6. Definitions of insured status, which are extremely complicated under the present law, would be very much simplified. Some types of death benefits

could be omitted. Parents' benefits would be unnecessary since there would be old-age income for all over a certain age. Lump-sum death payments, now payable if no member of the immediate family is living, could be omitted.

A. F. Wendell, local agent at Lowell, O., died recently. His widow has sold the agency to O. O. Kinsey of Marietta.

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Benjamin May Again Seek S. C. State Post

First Lt. L. George Benjamin, Jr., who was elected insurance commissioner of South Carolina in 1942 but was called into service after four months, has been proposed as candidate for reelection by the Darlington county legislation delegation. Lt. Benjamin is with first army headquarters at Fort Jackson. He was replaced as commissioner by William Eggleston, who later was succeeded by D. D. Murphy.

Edwin C. Jameson, 82, president of National Fire & Marine and Hamilton Fire of New York City, died at his farm at Sharon, Conn. He was born and educated at Somerville, N. J., and was a graduate of New York Law School and a member of the bar in that state. He

had been in the business more than 60 years.

Mr. Jameson was a director and member of the executive committee of American Smelting & Refining Co. and Remington-Rand, Inc. He was a director of American Home Fire, Globe & Rutgers Fire and Pacific Fire. He was a trustee of Rutgers University.

Though usually avoiding the limelight, Mr. Jameson was prominently mentioned for a place in the Hoover cabinet following the Republican victory in the election of 1928. Later in the course of a Senate inquiry it was brought out that Mr. Jameson had contributed a total of \$172,000 toward Hoover's election. Of this amount \$65,300 went to the fund which Bishop Cannon of the Methodist church used in Virginia to finance the campaign of Virginia Democrats who were opposed to Alfred E. Smith's candidacy. Bishop Cannon's activities were acknowledged to have

helped carry Virginia, usually a Democratic state, for the Republicans.

Bishop Cannon and his secretary had to stand trial on charges of violating the federal corrupt practices act governing the use of campaign funds but were acquitted by a Washington, D. C., jury.

Mr. Jameson was one of the great insurance figures of his day. His big achievement was in building up Globe & Rutgers, which he formed in 1898 from two small companies having \$200,000 capital each into a company which in 1929 had a policyholders surplus of more than \$55 million. During that time its capital stock value increased to \$7 million though only \$100,000 was paid in, in addition to the original capitalization. The stock was at one time quoted at \$3,000 a share.

A shrewd and daring underwriter, Mr. Jameson had no hesitation in pioneering if his judgment told him there was money to be made in a new field. An example of this was the writing of oil in storage tanks in the Oklahoma and Texas oil fields. He made a great deal of money for his company in this venture. It was not merely that he was willing to take a gamble on these risks that the other companies shied away from. He saw how the experience could be improved with lightning rods and other protective devices.

During the first world war Mr. Jameson went heavily into war risk insurance and not only made money at it but succeeded in recouping \$6 million from the German government. Despite his uncanny ability to sense where money could be made Mr. Jameson was more interested in the insurance business than in the accumulation of wealth. In 1928 he was offered \$50 million for his Globe & Rutgers stock. He wrote across the face of the offer, for the edification of his associates, "Did you ever hear of anything as silly as this?" He wasn't thinking merely that the price was too low. He didn't want to sell out at any price. He was reported to be worth \$80 million, so there was no financial incentive to selling his holdings.

Reciprocal Increases Deposit

National Aviation Underwriters of St. Louis has increased its guaranteed deposit with the Missouri department from \$50,000 to \$100,000. This is a reciprocal sponsored by the Kratz Corp.

To Restore Prewar Auto Rate Classifications

(CONTINUED FROM PAGE 17)

male becomes of age. By using age 21 there is less chance for insured to contend, as they might with a son between the ages of 21 and 25, that he was on his own and any driving of the family car that he did would be the exception rather than the rule.

At the conference which the New York department held with the insurers last Thursday some interesting figures were set forth by the insurers to show how the experience indications for 1944, both New York and country-wide, compared with those of 1941 as respects loss frequency, average loss cost, and loss level, and how estimated 1946 rate levels, based on a loss frequency half way between 1944 indications and the 1941 level, would work out in terms of the 1941 basis.

Country-wide the B.I. loss frequency for 1944 was 60.9% of 1941, the average loss cost was 127.4% and the loss level was 77.6% of 1941. Using the 1944 average loss cost and a loss frequency of 80.5% of 1941 (half way between the 1944 indications and the 1941 level) the loss level for 1946 would be 2.6% greater than 1941.

The P.D. country-wide loss frequency indication for 1944 was 56.8% of 1941 and the average loss cost was 157.5% giving a loss level of 89.5% of 1941.

Using a loss frequency of 78.4% half way between the 1944 indications and the 1941 level, and an average loss cost of 150% of 1941—lower than the 1944 figure by reason of greater availability of parts and mechanics—there emerges an estimated P.D. loss level 17.6% greater than 1941.

Applying the same formula to New York state the 1946 estimated B.I. indications would be as follows: 1944 loss frequency, 63.3% of 1941; average loss cost 127.4% of 1941; loss level 80.6% of 1941; estimated 1946 loss frequency 81.7%, same average loss cost as 1944; estimated loss level, 104.1% of 1941. For P.D. the 1944 loss frequency was 62.7% of 1941; average loss cost 157.5%; loss level, 98.8%. Estimated 1946 loss frequency 81.4%; average loss cost 150%; estimated loss level, 122.1%.

The statistics showed that country-wide B.I. claim frequencies for the first five months of 1945 were running 64% of 1941 as against 60.9% for 1944, while for P.D. the five months figure was 71.5% of 1941 as against 56.8% for 1944.

The B.I. average loss cost for the first five months of 1945 showed a slight drop from 1944, 125.7% as against 127.4% but the corresponding P.D. figure was 167.7% as compared with 157.5%.

Comparing the five month experience in New York with the year 1944, the B.I. claim frequency was 62.9% against 63.3% while the P.D. claim frequency was 87.1% as against 62.7%. No separate calculation of average loss cost for New York state was presented.

Although it now appears virtually certain that the new rating program for the automobile third party lines will embrace the classification principle that was in effect immediately prior to the war, the exact details have not been agreed upon and another meeting of company representatives with Superintendent Dineen of New York is scheduled for Friday of this week. The decision last week was to leave to the committee of the National Bureau of Casualty & Surety Underwriters the task of putting the recommendations into final shape.

After the proposed six mileage classification program was defeated by a vote of 41 to 16 at a meeting of bureau members and New York subscribers last week, sentiment crystallized rapidly in favor of a return to the prewar classification program. That provided for the basic rate to be charged those motorists using their cars for business purposes. Those using their cars exclusively for pleasure purposes paid 80% of the basic rate and then there was a third classification known as pleasure restricted, the rate for which was 75% of the basic. To qualify the assured had to sign a statement that there were not more than two drivers of the car and that neither was under 25 years of age; that his mileage the previous year was less than 7,500 and that he expected to drive no more than that in the ensuing year.

Much Slide Rule Work

The consensus of company people was that the new rate scale should be such as to produce the same premium volume that the rejected mileage program was estimated to have produced. That is requiring the bureau staff to make a lot of slide rule calculations. The consensus seemed to be that the basic rate should be higher than the wartime C card rate. The latter is lower than the rate that prevailed prior to the war for the business classification.

It was also the consensus that the pleasure, restricted group should be given a rate better than the former 75% of basic. There was a variety of opinion as to what the exact requirement should be for qualifying for pleasure restricted classification. Some favored reducing the mileage to 6,000 and some favored reducing the minimum age of the driver to something less than 25 years. Perhaps 23 or even 21.

There was no suggestion from any source that the old safe driver reward

To Our Many Friends

The death of our beloved Vice President, Arthur F. Shaw, is a loss not only to this office but to his many friends, all of whom will miss him very much.

Mr. Shaw was in charge of production, including the handling of jewelers block policies, which will now be under the supervision of our Mr. F. W. Sandels, who also is supervising the Inland Marine Department until the return of Mr. A. C. Anderson who is still confined to his home by illness.

The Officers of the Company are Chas. W. Weisz, President; Edward Summer, Treasurer; and Edward L. Miller, Secretary; all of whom have been connected with the office for over forty years.

Those in charge of the various departments are all considered as experts in their respective fields. We wish to assure our many friends that it is our aim to continue to give the best service possible at all times.

A. F. SHAW & COMPANY, INC.

2121 Insurance Exchange, Chicago

AMERICAN RE-INSURANCE CO.

Robert C. Ream, President

99 John Street, New York 7, N. Y.

DECEMBER 31st, 1944

CAPITAL	\$2,000,000.00
Surplus	8,296,510.25
Surplus to Policyholders	\$10,296,510.25
Voluntary Contingency Reserve	750,000.00
Reserve for Losses	6,416,800.46
All Other Liabilities	4,004,240.19
TOTAL ADMITTED ASSETS	\$21,467,550.90

NOTE: Securities carried at \$503,479.64 in the above statement are deposited as required by law.

CASUALTY • FIDELITY • SURETY
Re-Insurance

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On the six classification mileage proposal, virtually all of the independent companies took a negative stand and the bureau membership was divided. Some who were opposed to the proposal felt that it might be feasible perhaps 18 months or two years from now, but that it would be unworkable just at this time of transition from war to peace time driving conditions. In addition to the prospect that there would be a great deal of chiseling on the part of motorists in estimating what their mileage would be for the ensuing year and in stating what their record had been for the previous year, there was the consideration that many motorists could not honestly predict how much they would be driving during the year ahead. If a man could get a new car or new tires, he might drive a good deal more than if he had to baby the old bus along for a year or more. If he had sons returning from army service in short order, the car might get a good deal more of a workout than if the boys were doing occupation duty somewhere. Also it was brought out that the record of the previous year's driving at this time would be poor evidence of a motorist's intentions as to the ensuing year.

Few Would Pay Top Rates

Many critics of the proposal expressed the belief that no motorist would estimate at this time that he would be driving more than 15,000 miles during the next year and hence there would be very little extra premium collected from those motorists that would actually be in that mileage bracket. Also some of the conferees felt that the program might be very difficult to sell to some of the insurance commissioners. After motoring conditions become stabilized in a year or two, it may be that the mileage rating program will again be proposed but at this time it is definitely in the ash can.

The stock and mutual company people held a conference with Superintendent Dineen last Thursday. This turned out to be indecisive because the companies were not prepared to submit a program in detail. Mr. Dineen, it is reported, displayed a resistive attitude toward increasing rate levels. He cited the figures of the New York motor vehicle department for the first six months of this year showing a decline in accident frequency. He seemed to be more interested in whether there was to be a rate increase and why than in classification details.

E. V. Dineen Chicago Claim Head of L. & L. Indemnity

Edward V. Dineen has joined London & Lancashire Indemnity to take charge of its Chicago claim department. He succeeds Thomas Sorenson who has been transferred to Madison, Wis. For the past five years Mr. Dineen has been associated with the claim department of Trinity Universal at Chicago; prior to that he was with American Automobile in the Wisconsin claim department and in his earlier years was with the Chicago Surface Lines.

Mrs. Martin Joins Accident & Casualty at Chicago

Mrs. Josephine Martin, who has been with Massachusetts Bonding 21 years, for several years manager of the accident and health department, has resigned as manager of the accident and health department of American Casualty to go with Accident & Casualty in Chicago. Mrs. Martin will handle accident and health business, working with Harold Roos, assistant manager of the mid-west department of the company. The addition of her experience in underwriting and in service with brokers and agents represents a step in Accident & Casualty's expansion of its facilities for agents. Mrs. Martin is a past secretary of the Chicago Accident & Health Association.

Phil Conley with Mid-States; Has Special Auto Plan

Phil J. Conley, formerly with Eagle Star in the midwest, has joined Mid-States of Chicago as executive state agent and will operate countrywide.

Mid-States is entering the agency field entirely except for its business with the parent organization, General Finance Corporation. The insurer has devel-

oped a combination automobile financing and insuring plan with which agents can offer both services to prospects or clients. In addition Mid-States now is equipped to offer full casualty insurance facilities countrywide. The combination finance-insurance arrangement already has been tested in several states by agents and has proved successful in getting financed automobile business, according to William R. Snyder, president of Mid-States. Mr. Snyder said the plan was designed to enable agents to compete successfully in the financing field.

Mr. Conley has been in insurance for

some years. He started out as an examiner with Aetna Fire and then went to Ohio as special agent. Subsequently he returned to Chicago to take charge of the agents' service department. He then joined Eagle Star as state agent in charge of five midwest states. After two years service in the army he returned with Eagle Star. Since Eagle Star closed out its American business, Mr. Conley has been doing special engineering work with war plants.

The Cleveland branch of General of Seattle is now located at 701 Guardian building. Robert G. Myers is manager.



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Labor turnover and employee dishonesty now make Fidelity Insurance more essential than ever before—and the growing volume of construction intensifies demands for Contract Bonds. Now is the

time to prospect this ready-made market with Manufacturers Fidelity and Surety Bonds—before the rush begins! Manufacturers writes all kinds of Fidelity and Surety Bonds. These forms are usually standardized and simplified in every way possible to make your work easier. At the same time, they provide broad and comprehensive coverages which attract customers in all fields of business and industry. Write or call for full details.

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- FIRE
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THE MANUFACTURERS COMPANIES ACCEPT BUSINESS ONLY THROUGH AGENTS AND BROKERS

Warn Against Canceling U. & O. During Shutdown

In behalf of a few assured that have had war contracts canceled, agents have requested companies to cancel U. & O. coverage as of the date of the cancellation of the war contract but with the provision that when civilian production is resumed, the U. & O. cover takes effect again and the period of the policy be extended for a period equivalent to that between the war contract cancellation and the resumption of civilian production. These firms have orders for civilian goods but they may require two or three months to clear out their plants before they can resume operations.

The requests of this nature are withdrawn when it is pointed out to the

agent that a fire loss at the plant during what might be called the decontamination period would add perhaps another six months to the time in which the assured could start producing civilian goods again and that he would suffer a definite U. & O. loss even though at the time of the fire he was engaging in profitless operation.

The situation is comparable to that of canneries and other seasonal risks. A fire during the shut down period might produce a total U. & O. loss if it prevented the assured from operating during the time when the machinery normally would be running.

Joseph Shaltry, 70, local agent in Saginaw, Mich., for many years, died following a heart attack. In addition to operating his agency, he served as agent for HOLC in recent years and for 2½ years was in the rent control department of the OPA in Saginaw.



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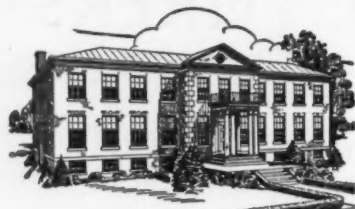
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President

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in
1918

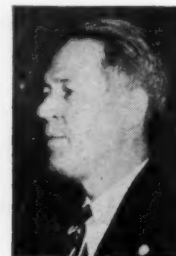
Alexander & Co., Chicago Agency Marks 60th Year

The W. A. Alexander & Co. agency at Chicago marked its 60th anniversary with a meeting and dinner there Wednesday. There was a sales and educational program for the production and underwriting staffs in the afternoon and a meeting of all employees and their wives at a dinner in the evening with an appropriate anniversary program.

Frank A. Christensen, executive vice-president of Fidelity & Casualty, for which company Alexander & Co. has



F. A. Christensen



Wade Fetzter, Jr.

been the largest single source of business for many years, was on hand to participate in the meeting. During the evening a number of awards were presented to producers for production records.

Phenomenal Growth

From a small single office and two clerk status, the firm has a third floor in the Field building and has more than 300 persons in its employ. Originally it was a casualty insurance office only, with most of its business made up of accident insurance sold on a payroll deduction basis to railway employees. The business has grown to a complete multiple line agency which still represents Fidelity & Casualty, with which W. A. Alexander started 60 years ago. Since then an important group of fire companies and Penn Mutual Life have been added.

Wade Fetzter, Sr., chairman, became managing partner in the agency at 24. In 1929 Mr. Fetzter became president of Fidelity & Casualty as well as heading the agency, at the time that the company was purchased by the America Fore group. For two years Mr. Fetzter did double duty, commuting almost weekly between Chicago and New York. The burden was so great that he was forced to relinquish the company post, though he has continued first as vice-president and then as a director of Fidelity & Casualty and also of Continental.

A few years ago, Mr. Fetzter, wanting to begin to lighten the burden on himself and permit the development of younger men in handling responsibility, directed establishment of an executive committee, composed of Messrs. F. J. Bristle, J. P. Murphy, Walter M. Sheldon, John H. Sherman and Wade Fetzter, Jr. Wade Fetzter, Jr., ultimately became chairman, and the committee has gradually assumed the management responsibilities of the agency.

In 1944 the payroll alone substantially exceeded the entire premium volume of the firm at the time Mr. Fetzter became associated with it. Commissions last year paid to brokers exceeded \$1 million.

Lt. H. T. Schoeppe, Commercial Union state agent at Wichita, has returned from the South Pacific where he served as base censor at Pearl Harbor and other points for about two years and is expecting his discharge to return to his field Sept. 17. During his absence State Agent Lloyd Gaines at Topeka and Lt. Schoeppe's secretary have been looking after his territory.

Maryland Premium Installment Rule

BALTIMORE—Commissioner Ensor has ruled that overdue installment premiums may not be claimed as admitted assets in insurance company statements, if the policy is more than three months old on the statement date. Under this ruling, future installments, even if not already due, must be treated as overdue and non-admitted assets, if any installments actually due have not been paid. A 30-day grace period is allowed installments due 90 days or more after inception date under this ruling.

The ruling also provides that, if the inception date of the policy is less than three months before the statement date, no part of the premium shall be considered overdue. Likewise, if the effective date is more than three months prior to the statement date and all installments due have been paid, the remaining installments shall not be considered overdue and may be treated as admitted assets.

This ruling applies to all companies except life.

O.K. Rating Bureaus in Vermont

MONTPELIER—Commissioner Burns of Vermont has notified the Sprinkler Leakage Conference, the Explosion Conference and the Eastern Tornado Conference that their applications to act as rating bureaus in Vermont have been recognized.

Hotchkiss Heads Joliet Agents

Phelps Hotchkiss of the Munroe Brothers agency was elected president of the Joliet (Ill.) Association of Insurance Agents at the annual meeting. Other officers named are: Vice-president, Edward Relyea agency; treasurer, Ernest Klafter; secretary, Janet Young, Rugar Young agency, reelected. Directors are J. R. Lennox, Illinois Securities; Eric Anderson; C. F. Daniels, Insurance Buyers Agency.

Blue Goose Qualifying Round

The Blue Goose held the northern Illinois qualifying round for its annual golf tournament at the Joliet outing. Qualifiers were Leo N. Davis, American of Newark, Chicago, 91; J. L. Cassell, London Assurance, Chicago, 94; A. W. Baxter, Scottish Union & National, Chicago, 94.

All-Industry Group Meets

NEW YORK — The All-Industry committee's subcommittee on the Clayton Act will meet Friday of this week to prepare material for the general meeting of the All-Industry committee Sept. 19-20 at the Commodore Hotel here.

Ray Murphy, general counsel Association of Casualty & Surety executives, is chairman.

A large all line casualty company has excellent opportunity for a special agent in Illinois and Minnesota territory. Must be successful producer. State full details concerning experience, age and qualifications. Reply will be held confidential. Our employees know of this ad. Address C-78, c/o The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

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Experienced Automobile Underwriter for Ohio Branch Office of Stock Casualty Company. Excellent opportunity. State experience and qualifications. Address Box C-85, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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MANAGER LOSS DEPARTMENT Large Chicago brokerage firm has excellent opportunity for experienced claims and loss adjuster to manage Loss Department. State qualifications and salary requirements. Splendid opportunity. Address C-87, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Joint Insurance War Contribution Is Lauded

Under Secretary of War Patterson Wednesday paid tribute to the accomplishments of the National Bureau for Industrial Protection in an army service forces broadcast.

He declared that early in 1940, 18 months prior to Pearl Harbor, and long before the public, or even our national administration, had awakened to the growing threat of increased industrial losses, leading insurance executives foresaw the vital importance of safeguarding industrial production facilities. This vision led to the formation of the Insurance Committee for the Protection of American Industrial Plants, which sponsored the National Bureau for Industrial Protection, with offices at Washington for the purpose of pooling the facilities of loss prevention services of the property insurance business of the country and making them available to the federal government.

The national bureau, he said, was a joint war-time contribution in which highly competitive insurance interests—stock, mutual and reciprocal—cooperated successfully in a common cause to protect the nation's defense industries from fire and accident hazards.

It furnished expert inspection report services with recommendations for the protection of war production plants and stockpiles of critical materials against losses caused by fire, explosion, accident, sabotage, and power failures, to the FBI, War and Navy departments, RFC WPB, OCD and other agencies, for use in preventing interruption of production.

It acted as technical advisers and consultants on various protection problems to many government departments and agencies. A total of over 63,000 reports was released for this purpose. The information on which this service was based was supplied through the cooperation of nearly 300 fire and casualty companies and inspection bureaus, covering every state, who made available the services of several thousand fire and safety engineers and inspectors.

With the ending of the war on all fronts, the National Bureau closed its operations as of Sept. 1, 1945.

Curtis W. Pierce, president of Factory Insurance Association, has acted as manager of the bureau.

Maj. Gen. Lerch, the provost marshal general, read a letter of appreciation to Mr. Pierce in behalf of Mr. Patterson.

"The value of the assistance rendered to the War Department has been immeasurable," the letter stated, "and has resulted in a tremendous conservation of materials and manpower at a time when this was of the highest importance. For this tremendous contribution, made freely and unselfishly, at no expense to the government, the National Bureau may justly be proud."

To Confer at Peoria Sept. 28

Invitations have been extended by officers of the Illinois Association of Insurance Agents to all local board presidents and secretaries in the state to attend a luncheon meeting Sept. 28 in the Pere Marquette hotel, Peoria. This will be conducted under the ODT restriction to 150 attending from outside the city.

The luncheon will be a feature of the limited meeting of state association officers and executive committee to be conducted there that day, replacing the annual meeting to have been held in November, which was canceled.



Curtis W. Pierce

Finn Joins Skinner Agency as Partner

Edwin A. Finn, special agent of Hartford Accident in northern Illinois with headquarters at Princeton, has resigned to become a partner in the John S. Skinner agency at Princeton. Mr. Finn has been with Hartford Accident 18 years. For many years he was in the western department and at one time headed automobile underwriting. Some months ago he asked to be transferred to the field and established headquarters at Princeton. The Skinner agency represents Hartford Accident.

The agency was established by W. H. Mesenkov in 1872 and was purchased in 1915 by Mr. Skinner on the death of Mr. Mesenkov. The original 10 companies represented by Mr. Mesenkov are still in the agency, and 16 additional companies have been added by Mr. Skinner. In the 30 years since Mr. Skinner took it over the agency has paid out almost \$34 million in losses to residents of Bureau county, approximately \$200,000 of it as a result of the 1933 and 1938 hail storms and the recent June tornado. Mr. Skinner will spend more of his time in the office and Mr. Finn will devote a good deal of his attention to outside work.

Bank Journal Treats Insurance

The "Savings Bank Journal" of New York which circulates among mutual savings banks, has gotten out its annual insurance number. It includes articles by J. J. Magrath, secretary of Federal on "The Fire Insurance Business in Post S.E.U.A. Era"; William Leslie, general manager, National Bureau of Casualty & Surety Underwriters, "Public Liability Insurance for Savings Bank Housing Projects"; A. C. Seymour, vice-president of Royal Indemnity, on "Post-war Potentials in the Field of Casualty Insurance"; A. M. Sakolski, insurance instructor, City College, New York, "What's Ahead for the Fire Insurance Companies?"; Milton W. Mays, director, Business Development Office, "Insurance as a Protection Against Financial Loss in Business." There is an article on the bank and agent auto plan and a number of other smaller articles.

Ky. Commissioner Gives Warning

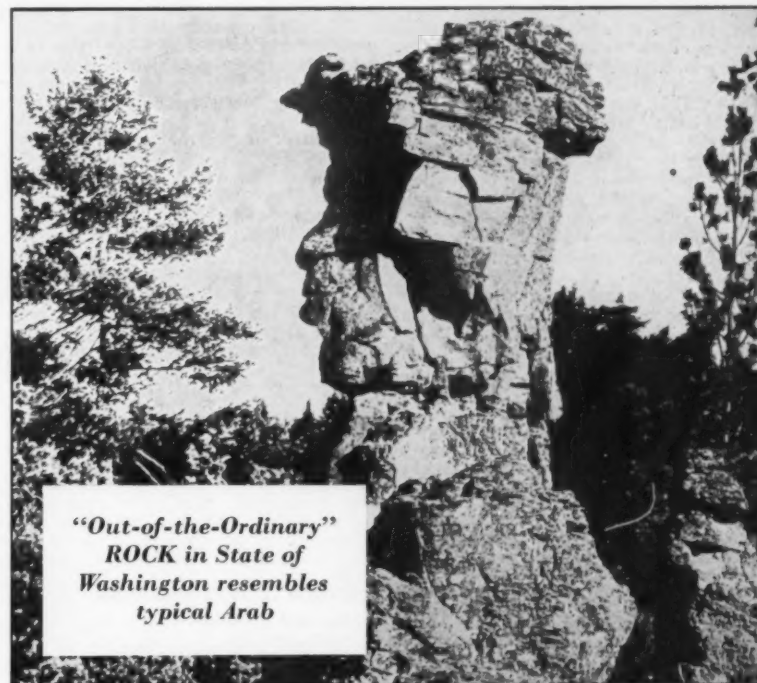
Commissioner Wilson of Kentucky has issued a bulletin to local agents, stating that he has been informed that some agents are writing farm property under dwelling house form 49 and he warns that this is in violation of the

rules approved by the department. The department will insist that the rules be complied with, he stated, and if they are not he will take such action as may be deemed necessary. Among other things the agent who violates rules will be required to retire from the line.

Schetter with Vernon General

Robert C. Schetter has been appointed executive special agent for

Vernon General. Mr. Schetter's insurance experience started with the Rough Notes Company. He went with Travelers in 1929 as special agent and assistant manager in Indianapolis, and later was branch manager for Travelers at South Bend. He then was special agent for Continental Casualty in Chicago and Dallas, then Nov. 18, 1942, enlisted in the Seabees. He served in various training camps in the United States and overseas in New Guinea,



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Travelers Safety Experts Aid Army in Germany

WASHINGTON—H. William Heinrich, assistant superintendent of the engineering and inspection division of Travelers, and Lt. Col. Edward R. Granniss, former member of the same department, who is now serving in the office of the provost marshal general, flew from here bound for headquarters of the American army of occupation at Frankfurt-on-Main, Germany, at the request of Gen. Eisenhower.

Their orders are to report for a period tentatively set at 90 days, during which they will direct the organization of a civilian corps devoted to the prevention of accidents in the fields of traffic and transportation, demolition and construction, and the removal of unexploded land mines. The army has reported that only 5% of these mines have been detected and rendered harmless, and that deaths from this source average 3,000 a week.

Mr. Heinrich since 1941 has been chairman of the War Department's safety advisory committee, his services having been loaned the government by Travelers. Col. Granniss has been serving in the safety branch of the army service forces under Maj. Gen. Archer L. Lerch.

Gives Advice on Compliance with Conn. Rating Law

Commissioner Allyn of Connecticut has sent advices to casualty companies regarding compliance with the casualty rating law that was enacted in the state. Mr. Allyn points out that the law becomes effective Oct. 1 and that date filings are required either by individual companies or by licensed rating bureaus. He points out that the provisions relating to approval or disapproval by the commissioner take effect Aug. 1, 1946.

He also points out that the act does not apply to accident and health insurance, to reinsurance or to aircraft coverage except workmen's compensation and employers liability. Mr. Allyn supplies copies of the form which a company shall employ to authorize the department to accept filings of rates, rules and other information made by a licensed rating organization on behalf of such insurer for specified lines of insurance.

Lt. Saum Returns to Standard

Lt. Claude Saum, who was a special agent at Chicago of Standard Accident until entering the service, has been discharged from the navy and is now associated with the Detroit branch. He will operate in the city territory and the metropolitan area. He joined Standard in 1941. He attended Grinnell College.

Iowa Fire Charter Revised

The articles of incorporation of Iowa Fire of Waterloo have been revised to permit additional forms of insurance to be written and to extend its charter perpetually. The company, chartered in 1905, was incorporated to terminate Aug. 9, 1945.

No Decline in U. & O.; Some Values Have Increased

Observers are watching use and occupancy business closely, but so far there have been few if any cancellations, and companies report some orders from firms that have not previously carried the protection. In addition there have been orders for increased amounts of U. & O. protection.

One reason for increasing the amount of insurance is the situation created by the shift from war work to peace time production. Contractors whose war contracts have been cancelled are putting the materials and finished products on which they were working into warehouses to await adjustment with the government under the contracts. This is sometimes a lengthy process. Some equipment, which was used to produce war supplies but which can't be used on regular production, also is going into warehouses to figure in the contract adjustment.

In the meantime the contractor is bringing in new stock and material and perhaps other equipment that has been in dead storage in order to swing over to peace time business. One firm had its exposed values doubled in a period of three weeks because of this situation. Others report substantial increases in values exposed.

Some manufacturers and business firms are now beginning to get raw stock, equipment and supplies which were unavailable previously because of the war, and this has increased their values.

Schwartz' Duties Expanded

Standard Accident states that T. O. Schwarz, actuary, has assumed responsibility for the work of the company's statistical division. This is in addition to his present duties. He takes over the work of M. C. Bodkin, statistician, who resigned to take up residence on the Pacific Coast.

Mr. Schwarz has been with Standard since 1929. He was appointed statistician in 1930 and in 1938 conducted special loss reserve studies. He was named executive assistant in 1943 and more recently actuary.

M. Bothe becomes supervisor of general statistics section of the statistical division, and H. Rex becomes supervisor of the compensation rating section of the statistical division.

Duties relating to branch office auditing and other functions, formerly handled by Mr. Bodkin, will continue under the control of R. E. Burks, comptroller.

Reorganize Atlanta Law Firm

The law firm of Smith, Smith & Bloodworth at Atlanta has been reorganized as Smith, Partridge, Field & Doremus and will continue to occupy offices in the Grant building there. As in the past the law firm will specialize in the practice of cases involving all lines of insurance. Estes E. Doremus is well known in the fire insurance field and wrote the book, "What to Know About Automobile Insurance." Victor L. Smith, one of the original members of the firm, founded in 1898; Alex W. Smith, Jr., Robert E. Lee Field, Mr. Doremus and Crooms Part-

Cont. Casualty Changes in Home Office Staff

Several important changes in the home office have been made by Continental Casualty and Continental Assurance.

Joseph K. Dennis, superintendent of agents of the commercial accident and health division of the casualty company,



G. W. Fitzsimmons



H. J. Couture

is promoted to assistant vice-president of the life company.

H. J. Couture, acting superintendent of agents of the casualty company's disability division, succeeds Mr. Dennis as superintendent of agents of the commercial division. Arthur Johnson, agency supervisor of the commercial division, has been promoted to assistant superintendent of agents of that division.

George W. Fitzsimmons is expected to be released soon from the army and to resume his former post as superintendent of agents of the disability division. Clifford Lembkey, agency secretary of the disability division, is promoted to assistant superintendent of agents in that division. He will act for Mr. Fitzsimmons in case the latter is unable to return before Oct. 1.

Under Mr. Couture's direction, the disability division showed an increase of \$1,252,000 premiums in 1944, and in seven months this year was \$1,059,000 ahead. The division under his leadership is expected to record about \$8 million of premiums this year.

Dennis' Experience

Mr. Dennis, a graduate of Boston U., for some time was connected with the old National Life of U. S. A., Chicago, going along with it under Sears-Roe-buck ownership when it was titled Hercules Life, then in the merger with Washington National. He became manager of that company's Chicago office in 1937, then was superintendent of southern branch offices.

After joining Continental Casualty in 1938 as assistant superintendent of the commercial A. & H. division in the mid-west, he was promoted to superintendent of the eastern commercial A. & H. department in 1939, serving three years

ridge are the members of the reorganized firm.

J. M. Bartow Bloodworth, assistant city attorney, will continue the general practice of law with offices in the Citizens & Southern National Bank building.

there, latterly in charge of all casualty lines in the greater New York metropolitan department. He went to the home office in 1942 as superintendent of agents, commercial A. & H. division.

Others Have Long Training

Mr. Couture started in insurance in 1932 and joined Continental Casualty's disability division in 1942 as agency secretary. Mr. Fitzsimmons attended University of Nebraska, where he was the R.O.T.C. major, and later was in the army reserve. He joined Continental Casualty in 1933 as special agent of the disability division at Minneapolis and in 1935 was assigned to the home office as traveling supervisor. The next year he became agency secretary in the disability division, and in 1942 advanced to superintendent of agents. He entered the army in October, 1943.

Mr. Lembkey had 30 years' experience selling autos and went with Continental Assurance in 1942 as special representative. He transferred to the Continental Casualty disability division as agency supervisor for Indiana and Michigan. Then he went to the home office as agency secretary in the division. Mr. Johnson was a field assistant with Travelers from 1931 to 1939, then became agency supervisor of Continental Casualty for the midwest, operating out of the home office commercial A. & H. division. In 1939 he was transferred to Ohio as agency supervisor, and in 1943 back to the home office as assistant superintendent of agents, commercial A. & H. division.

S. C. Hearings Sept. 25-27

The joint legislative committee appointed by the recent legislature to study South Carolina's insurance laws will hold public hearings Sept. 25-27. Senator Baskins of Lee county is chairman of the committee, and he states that that group is now studying the state laws for changes that may be necessary because of the U.S. Supreme Court decision that insurance is commerce.

Slate U. S. Chamber Meetings

WASHINGTON—Post-war and reconversion insurance problems will receive consideration at the first meeting of the new aviation section of the U. S. Chamber of Commerce insurance committee at New York Sept. 12, and a meeting of the Chamber's directors here Sept. 14-15.

A. L. Kirkpatrick, newly appointed manager of the insurance department, will attend the directors' meeting.

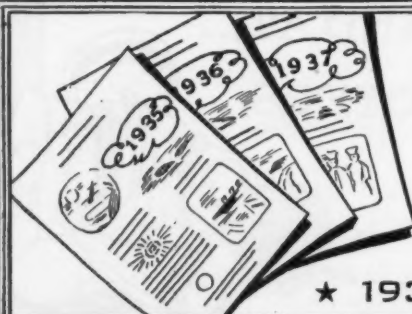
New Agency in Wichita

William Machette and Robert Elwell have withdrawn from the Noble agency of Wichita, and opened the Matchette & Elwell agency, with temporary offices in the Union National Bank building. Mr. Matchette, former vice-president of the Wichita board, only recently returned from the coast guard after nearly three years service. During his absence Mr. Elwell, formerly with the Aetna Casualty in Kansas City, had filled his place as manager of the Noble agency. He headed the Fire Prevention Week Committee last year and is now vice-chairman of the Chamber of Commerce fire-prevention committee.

More Minn. Accident Reports

ST. PAUL—The first full month under the new Minnesota safety responsibility act brought a sharp increase in the number of motor vehicle accident reports. For July 2,100 accidents were reported, an increase of 141% over July, 1944. Traffic engineers of the state highway department, while conceding there were more accidents this year than last, attribute the sharp increase to the new law, which requires everyone involved in an accident to file a report on it. Heretofore many accidents never were reported.

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INSURANCE NEWS BY SECTIONS

MIDDLE WESTERN STATES

Full Program for Wisconsin Agents

MILWAUKEE—Invitations to attend the annual meeting of the Wisconsin Association of Insurance Agents at the Schroeder Hotel here Sept. 24 will be sent to all members and non-member agents in the state. An interesting program has been announced by Urban Krier, executive secretary, although limited to a one-day session. However, since the ODT has now liberalized regulations to permit state conventions to be held without approval provided the attendance is confined to persons residing within a state, a full convention will be held. Advance registrations will be required, however, because of food rationing and supply. Because of the accessibility of Milwaukee to all parts of the state by motor car and the elimination of gas rationing, one of the largest meetings in recent years is anticipated.

The session will be opened by President John R. Rowland, Racine, with response by Frederick Kasten, vice-president Milwaukee Board, followed by reports and other official business, including discussion of proposed constitutional changes and incorporation of the association. A report on the meeting of the Mid-Western conference committee with the Subscribers Actuarial Committee in Chicago recently will be made by the Wisconsin delegates, L. C. Hilgemann, Milwaukee; Grover Miller, Racine, and Henry Bush, Madison. Mr. Miller as state national director, will speak on the National association, and President Rowland will report on Wisconsin association activities the past year.

R. C. Salisbury, safety director Wisconsin motor vehicle department, will discuss "The Insurance Agent and the New Wisconsin Safety Responsibility Act" at the luncheon. In the afternoon George C. Peacock, state agent of Agricultural, will discuss the new Wisconsin standard fire policy; Robert C. Pittelkow, association vice-president, Milwaukee, the bank agent automobile financing-insuring plan, and Mr. Krier the proposed agents' qualification bill. Federal legislation affecting insurance and the activities and plans of the N.A.I.A. office in Washington, D. C., will be described by Oscar H. West, Washington manager.

Two C.P.C.U. Courses to Be Given in Indianapolis

INDIANAPOLIS—C. P. C. U. program in Indianapolis and vicinity includes courses at the Indiana University extension division in preparation for Part I, "Insurance Principles and Practices," and Part V, "Accounting and Finance." Both classes will be conducted in the extension division building in Indianapolis.

The classes are not limited to those who plan to take the C.P.C.U. examinations but are open to anyone interested in a review course for property and casualty insurance and surety bonds.

The Part I class will be directed by Prof. J. Edward Hedges of Indiana University. Prof. Hedges has just returned from his work as assistant director of requirements and supply of the foreign economic administration in Washington. For several years he has been very active in insurance educational work, serving as chairman of the educational committee of the Indiana Association of Insurance Agents. He is

author of "Practical Fire and Casualty Insurance," as well as correspondence courses in insurance.

Prof. D. Lyle Dieterle, associate professor of accounting at Indiana University, will conduct Part V.

McGee Agency at K. C. Adds Two New Departments

The Thomas McGee & Sons agency, Kansas City, has added two new departments as part of its post-war expansion of the organization.

Arthur T. Waterman heads the service department. He has been with the Missouri Inspection Bureau for the past 20 years as assistant superintendent of the Kansas City office. Mr. Waterman is a graduate of Armour Institute, and served as war department advisory fire protection engineer for western Missouri during the war. He is also guardian of the Heart of America Blue Goose.

Ned B. Shapker, who will head a new department handling accident and health insurance, has operated his own agency in Kansas City and prior to that was supervisor of the disability division of Continental Casualty in Chicago.

Joliet, Ill., Agents Hold Outing

The Joliet (Ill.) Association of Insurance Agents held its annual outing at Big Run golf course some miles north of Joliet. A number of managers and general agents from Chicago and other points attended. R. E. Hall, Chicago manager for Central Surety, won low gross prize in the golf tournament with 80 and Byron Sommers, Chicago manager of Manufacturers Casualty and its companion fire company, was second with 85. Phelps Hotchkiss, insurance department manager of the Munroe agency, Joliet, awarded the prizes at a dinner. Merle A. Read, president, and other Illinois association leaders attended.

Resume St. Louis Courses

ST. LOUIS—The Insurance Board of St. Louis will resume the N. A. I. A. educational course Oct. 1. The lecturers on fire insurance and inland marine will be provided by the Missouri Fire Underwriters Association while lecturers on casualty and surety subjects are to be provided through the cooperation of the Surety Underwriters Association of St. Louis.

The board's G. I. refresher course will be conducted for three weeks, with classes every morning from 9 to 11 a. m. It is announced that 45 former service men have already enrolled for that course.

Seek Rating Reclassification

WISCONSIN RAPIDS, WIS.—With a new water supply available in a \$500,000 improvement program for the city water department, Fire Chief Miller said application will be made to the Fire Insurance Rating Bureau for a reclassification of the city to 5th class. Following an inspection last fall, the bureau shifted the city from Class 6 to Class 7, increasing dwelling rates 15%, and mercantile, manufacturing and public buildings 3 to 4%.

Distribute Big Cleveland Line

The city board of control has awarded to 17 agents the \$11½ million insurance line on the Cleveland municipal light plant. George Briggs of Hopkinson, Burrage & Pearce got \$2 million, which was the largest share. Four agents each received \$1 million, they being Harry

L. Davis, Benner & Co., Coughlin & Whited and Freer, Heen, Wasson & Co. Gongwer & Metzger got \$800,000 and the balance was let in \$500,000 lots.

Previously the insurance had been distributed among a larger number of agents with many receiving a line of \$200,000.

The insurance is written for five years under 90% coinsurance.

Morgan Coffeyville President

The Coffeyville (Kan.) Insurers have named Ben H. Morgan president, succeeding Homer Carrington; W. G. Bowman, vice-president, and Ruth Soles of the Upham agency, secretary.

Evans to Address Service Clubs

ST. LOUIS—Orion D. Evans, president of Insurance Board of St. Louis, will address the meetings of many service groups during Fire Prevention Week, including the Kiwanis, Lions and Rotary clubs. He will touch on fire prevention in all its phases.

Yergin Joins Karl Dakin

Harold Yergin, who has been associated with the Ohio Farmers at Leroy for several years, has purchased an interest in the Karl D. Dakin agency, Lebanon, O. Mr. Dakin is a former president of the Ohio Association of Insurance Agents.

Local Agents to Hear Plaisted

ST. LOUIS—Frank H. Plaisted, St. Louis general agent of Aetna Life, will

address the Insurance Board of St. Louis Sept. 12 on "Making 'Life' Easy." Superintendent Scheufler will be the guest of honor.

Mr. Plaisted was to have spoken on the same subject at the June meeting but his talk was postponed.

Citizens Mutual Meets

HOWELL, MICH.—Citizens Mutual Automobile held a luncheon meeting of agents and officials. Roy Spiess, Owosso, and Charles Field, Mason, agents since its founding, were given special recognition.

Bergstresser Returns from Service

Richard F. Bergstresser, firm member with his father in the Fred L. Bergstresser & Sons agency at Kansas City, has been released from military service and is back at his office, after serving as a technical sergeant in the finance section of the army for more than three years.

Cats Meow to Hold Convention

The Cats Meow of St. Louis will hold its state convention at the Governor Hotel, Jefferson City, Sept. 13. Sessions will be arranged so as not to interfere with members attending the annual meeting of the Missouri Association of Insurance Agents.

W. A. Gibson, Jr., state agent of North British & Mercantile and secretary Michigan Fire Underwriters Association, will speak to the Detroit Insurance Women's Club, Sept. 11, on the new standard fire policy.

IN THE SOUTHERN STATES

Tenn. to Hold Annual Meeting

NASHVILLE—It was decided to hold a two-day annual meeting of the Tennessee Association of Insurance Agents at a directors conference here. The meeting will be held in Chattanooga, probably about the middle of October, dependent upon available hotel reservation, according to Manager R. T. Cawthon. As strong a program as possible will be arranged.

The directors went on record as not favoring a single agent-bank automobile financing plan, leaving this up to local exchanges. It was reported that Memphis and Chattanooga have completed banking connections necessary to the bank premium plan and Nashville and Knoxville are holding conferences to complete programs. President C. P. Edwards, Jr., Kingsport, was kept away from the meeting by an emergency. A resolution was adopted on the death of E. R. Lutz, Knoxville.

Safety School in Richmond

RICHMOND—A safety school for plant engineers, building superintendents and building custodians will be held here in September and October. The Richmond Insurance Exchange is one of the sponsors. Giles M. Robertson, engineer with the Claiborne, Goodridge & Goddin agency, is assisting in arranging plans.

McCormack Back on Job

NASHVILLE—Commissioner McCormack returned to his office after an absence of nearly three months following a major operation, and a convalescence at his former home in Memphis. He is restricted to two hours of office work a day.

With the beginning of operation of a state fire and casualty rating system on

Sept. 1, the Tennessee Inspection Bureau is expected to submit its ratings and manuals for approval at an early date, although a grace period is provided. Unless considerably out of line, the department is not expected to challenge any of these rates, particularly in the absence of experience by the department.

Local agents are keeping an eye on casualty ratings. The Tennessee Association of Insurance Agents has a casualty conference committee headed by W. M. Hunt, Nashville, and a fire conference committee with James B. Irvine, Chattanooga, as chairman. The Tennessee Fire Underwriters Association is represented by a single committee headed by H. R. Trickey, St. Paul F. & M.

Dismuke to Montgomery

William H. Dismuke of the Dismuke-Evans General Agency, formerly of Mobile, Ala., has moved his office to 718 Bell building, Montgomery. This will give the office a more central location.

In the report on Ed Reavis joining the Lawrence Murray agency the location of the agency should have been Columbus, Ga.

EAST

N. J. Agents to Hold Annual Meet Oct. 5

NEWARK—President Herbert L. Brooks of the New Jersey Association of Insurance Agents has announced that the annual meeting of the association will be held in the Stacy-Trent Hotel, Trenton, Oct. 5.

The morning session will be for mem-

bers only, followed by a luncheon. At the afternoon session company men will be admitted.

Edward F. Walton is chairman of the committee in charge of the program, and will be assisted by the officers of the Mercer County Association of Insurance Agents.

26 Banks to Cooperate

In Philadelphia 26 banks have pledged cooperation to the bank and agent automobile plan as outlined by the automobile committee of the Insurance Agents & Brokers Association of Philadelphia and its suburbs. This is said

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Galveston, Texas

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Special Agent for Chicago and Cook County in old established agency. State age, experience and salary wanted. Strictly confidential. Address C-82, care The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Young man with 20 years Fire and Casualty experience desires connection as manager of a general agency with chance of becoming a member of the firm. For detailed information or interview write Box No. C-84, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Small agency to buy, or chance to go into larger agency as partner—by young man, general insurance agency manager for 5 years. College education. Best references. Address C-86, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

to be the largest number of cooperating banks so far reported for any one city. Alexander Gunther, assistant vice-president of the First National Bank, was chairman of the bank committee.

H. L. Brooks Joins Jamison Agency, Bloomfield, N. J.

NEWARK — Herbert L. Brooks, president of the New Jersey Association of Insurance Agents, has resigned as vice-president of Joseph M. Byrne Co. of Newark to join the George C. Jamison agency, Bloomfield, as vice-president and director. He will have full charge of insurance production and underwriting of the agency.

Mr. Brooks is beginning his 29th year in insurance, having started in 1917 with the Compensation Bureau of New Jersey, where he spent three years. He then was with the New York office of Globe Indemnity for eight years. He has been with the Byrne agency in Newark 17 years, and vice-president in charge of its casualty department since 1938.



H. L. Brooks

Providence Washington to Open New Boston Office

Providence Washington and Anchor are opening new headquarters Oct. 1, at 43 Kilby street, Boston. The activities of the office are designed purely to provide complete and prompt service as well as to extend production aid to the companies' agents within its jurisdiction. The office is to be in charge of Vincent M. Wilson, special agent.

Robert L. City will be associated with Mr. Wilson as special agent in charge of ocean and inland marine activities, principally in the Boston area. Mr. City was recently with North British & Mercantile and previously was employed by Appleton & Cox in New York City.

COAST

Agents' Status Under Washington Unemployment Act Clarified After Flurry

SEATTLE—Hundreds of Washington agents received letters from the state office of unemployment compensation giving the impression that they were being covered under the state act and would be obliged to pay a 2.7% salary tax. Following a flood of inquiries to company offices here the state department clarified the situation by again confirming its previous reversal of its former holding with respect to the status of insurance salesmen, agents and solicitors under the act. "Such individuals over whom common law, master and servant control is not exercised will be considered as independent contractors. It is our opinion that the greater majority of insurance agents who are compensated solely on a commission basis will qualify as independent contractors under this ruling," the state department pointed out.

Later the Washington Association of Insurance Agents informed its members that they have the same status under the state act as under the federal social security act.

Suggest Central Bureau for Veteran Employment

SAN FRANCISCO—A plan to assist veterans returning to the insurance business and others desiring to enter the business is being formulated by In-

surance Post 404 of the American Legion. It calls for formation of a central bureau to consist of representatives of all insurance organizations in San Francisco. This bureau would employ a full-time personnel director who would interview all veterans desiring insurance positions and thus relieve company executives and the applicant himself from much lost time and effort. The personnel director would check on the veteran's natural aptitude, experience, ambitions and education. He would then be referred to the type of work for which he seems to be best fitted.

Another part of the program is establishment of an insurance school or extension of the present educational facilities of the Fire Underwriters Association of the Pacific to permit the veterans to take advantage of the educational features of the G. I. bill of rights.

A number of recently discharged veterans have been applying for insurance positions in recent weeks—many of them having trained in California and desiring to remain in the state. Many have had no previous insurance experience and some were referred to companies by government agencies without any direction or instruction. An increasing number of former insurance men are returning to the business, some to their old jobs and others to new connections.

Ore. Rating Bureau Changes

PORTLAND, ORE.—The Oregon Insurance Rating Bureau has revised schedules to provide lower course of construction rates for class D buildings written with the average clause. Fruit in the open is given the same rates as in the farm schedule. Charge for incubators or electric brooders no longer applies to such apparatus listed by Underwriters Laboratories, and charges for other types are made uniform whether operated in dwellings and outbuildings or elsewhere.

The rule on average clause reductions is revised to permit reductions on all rates promulgated by the bureau in locations where applicable, and except on certain specified classes, whether or not specifically published. The "error in description" rule now permits "premises" designation on blanket policy forms. The provisional reporting form providing for weekly average reports may be used on any risk having large fluctuations in value, where formerly its use was confined to cotton and oil risks. A revised special clause is now provided for inherent explosion coverage for public service properties.

Seattle Fire Chief Term Change

SEATTLE—The King County Insurance Association has filed a request with the Seattle city charter revision commission to reconsider its proposed change dealing with the tenure of the fire chief. At present the chief is appointed by the mayor and may be removed by him for cause. Under the proposed change, the chief would be named for a four-year term to run concurrently with the term of the mayor and could be removed for cause.

The association has pointed out that the existing penalty of 10 points in the city's National Board grading would not be removed by the suggested change, since the National Board requires that the chief's tenure be secure, except that he can be removed for just cause after proper hearing. The need for making the chief's tenure indefinite, subject only

Wash. Secretary



JOSEPH R. THOMAS

Joseph R. Thomas of Z. A. Vane & Co., South Tacoma, Wash., is the newly-elected secretary-treasurer of the Washington Association of Insurance Agents. He is one of the new leaders in the agency association movement in that state, and is now serving also as president of the Pierce County (Tacoma) Insurance Agents Association. Under his leadership the Pierce county organization has been revitalized and has reported an increase of 12 new members. His agency associate, Z. A. Vane, is a veteran legislator and chairman of the insurance committee of the lower house in the Washington legislature.

to removal for cause after hearing, is emphasized in the association's recommendation.

Regional at Glendale, Cal.

GLENDALE, CAL.—The Glendale Insurance Association was host at a dinner meeting Wednesday evening, in connection with the regional meeting being held by the California Association of Insurance Agents. Agents from Burbank, San Fernando, North Hollywood, Montrose, Van Nuys and Canoga Park participated.

Ralph E. Bach, San Diego, state national director of the California association, reviewed the activities and problems of the National and state associations.

W. B. Glassick of Los Angeles, one of the committee chairmen of the state association, discussed, from an agent's viewpoint the post-war readjustment problems facing the insurance industry.

W. D. Conel of the Security-First National Bank of Los Angeles presented the plans for bank-insurance agent co-operation.

Capt. Gardner Returns

After serving overseas in England and on the continent with the army air corps, Capt. J. H. Gardner has returned to Mount Vernon, Wash., to resume the operation of his local agency, directed by Mrs. Gardner in his absence.

New Brokers Unit in Los Angeles

LOS ANGELES—The movement to form a Los Angeles unit of the Insurance Brokers Exchange of California (San Francisco), which has been under

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Carter Succeeds as Agent and Mayor

Sprague H. Carter of Pendleton, who was elected chairman of the executive committee of the Oregon Association of Insurance Agents, graduated from the University of Oregon in 1920. After operating successfully in the retail shoe business until 1934, he entered insurance. He has developed his firm into an outstanding example of big-time agency service in a smaller community. A member of the Oregon association since 1939, he has served it continuously in several capacities, except for the 1943-1944 term, when he served as the mayor of Pendleton. His agency has specialized in inland marine and Lloyds coverages and other unusual lines, developing a sizable volume in addition to the usual automobile and fire lines.



S. H. Carter

way for months, with Frank D. Scriven handling the preliminary organization work, has resulted in the formal organization of such a unit. Robert W. Johnston is chairman; Frank D. Scriven, vice chairman; Buelah B. Bader of the Bader-Bader Co., secretary.

Urges Buyers to Be Smart

J. D. Kelley, manager at Butte, Mont., for Fire Companies Adjustment Bureau, in addressing a luncheon meeting of the Butte Kiwanis Club, urged assured to study their policies. Many misconceptions about insurance arise from a lack of knowledge of what the contract provides, he pointed out. He said most people spend more time selecting a suit of clothes than they do in buying insurance for the protection of all their worldly possessions. The time to make sure about insurance is now and not after the loss.

Craft Postpones Retirement

SAN FRANCISCO — Charles A. Craft, Pacific Coast manager of Phoenix Assurance group of companies, will not retire for about another year, it is stated here in connection with a published report that R. Allen Hickman, state agent in Texas, was being transferred to San Francisco to take over the management. Mr. Hickman is expected to reach Pacific department headquarters about Nov. 1 and will augment the present executive staff. Munro English has for many years been assistant manager.

Tomassene Portland President

PORTLAND, ORE.—Trustees of the Portland Association of Insurance Agents have elected C. A. Tomassene, president; Fred Reed of the Harvey Wells-Reed Agency, vice-president; Walter Kroder, secretary; Don Grew of Charles W. Sexton Co., treasurer, and Stanley Boquist of Boquist & Clark, state vice-president.

Salt Lake City Agents Elect

SALT LAKE CITY—At the annual meeting of the Salt Lake Association of Insurance Agents, Leland J. Paxton, general agent, was elected president, succeeding Sherman T. Hunter, Eastman, Hatch & Co. Arnold E. Burgener, Transportation agency, is vice-president, and Edward F. Folland, Fred A. Moreton & Co., reelected secretary.

Wyoming Agents' Meeting

The annual meeting of the Wyoming Association of Insurance Agents will be held Sept. 12-13 at Casper. H. A. Lewis of Kemmerer is president.

NEWS BRIEFS

Ward H. Coble, Lumbermen's Agency, Bend, Ore., who is an aviation enthusiast, and Peter J. Manzoni, who recently joined that agency, flew their own plane to Portland to attend the Oregon agents' meeting.

Crawford Mortensen, engineer of Fireman's Fund in Los Angeles, has resigned to join the Nolen Allen & Co. agency as vice-president.

Charles Sullivan and Ralph Cash, who have been with the Guardian Agency, Phoenix, Ariz., will open a new agency there.

MARINE

Osterbye of McGee & Co. Returns to Chicago

Secretary John Osterbye of Wm. H. McGee & Co., who is regional manager of the middle west, southwestern and mountain states, has transferred his headquarters from New York to the Chicago office at 175 West Jackson boule-



JOHN OSTERBYE

vard, to overcome the handicap of restricted traveling under present day conditions and follow more closely developments in his territory.

Mr. Osterbye has been associated with McGee & Co. for 30 years in various capacities. He was metropolitan branch manager in New York for several years and later Chicago branch manager. He has been located at the home office in New York since 1939.

N. Y. OK's Marine Cover for Cold Storage Lockers

The nationwide definition of marine writing powers has been amended by Superintendent Dineen of New York to permit the writing of merchandise in cold storage lockers under an inland marine form.

Bunce Is Macomber President

William J. Bunce has been elected president of Macomber & Co., international marine underwriters of New York.

Mr. Bunce has been managing executive underwriter for the various companies in the Macomber & Co. group since 1929. He is one of the pioneer underwriters in the field of fine arts insurance and has served on various rating committees and given many lectures on the subject.

P. P. F. Proposal Form

American States Fire has brought out a personal property floater policy proposal that has several attractive features. It consists of four pages. On the cover are illustrated by drawings several of the hazards that are insured

against. The second page contains an inventory of values and a place for inventory of existing insurance and the third page embraces the premium computation form. The last page is the application.

The proposal was designed by R. G. Kitchen, advertising manager. He conceived the idea of furnishing a salesman with a complete sales instrument, from sales argument to application.

Davies with Brandt & Co.

Victor W. Davies, for the past three years a lieutenant in the merchant marine, has returned to the insurance business and has been appointed inland marine underwriter with W. B. Brandt & Co. of San Francisco and Los Angeles. Mr. Davies will be in the San Francisco office.

Mr. Davies started in the business in England with Maritime and when he came to this country became marine special agent of Automobile in the western department in Chicago, covering ten mid-west states for 10 years. He went to San Francisco to become superintendent of inland marine business for Phoenix of London in 1937 and in 1940

became assistant manager in San Francisco of W. H. McGee & Co.

Cal. Inland Marine Committee

The inland marine advisory committee, suggested by Commissioner Garrison of California to handle increasing problems and questions arising in that field includes E. T. King, Rathbone, King & Seeley; Kurt L. Daniels, Automobile, and James Crilley, Fireman's Fund, representing the Inland Marine Underwriters Association; R. C. Arnberger, Pacific National Fire; Don E. Moodie, Fire Association, and Harold Johnson, Pacific Fire, representing non-association stock companies, and H. L. Petrey, Central Manufacturers Mutual, representing mutual companies.

Paul Giesser, formerly Oregon special agent of Crum & Forster, has been commissioned a second lieutenant and is attached to headquarters of the 14th anti-aircraft command in Manila. In a letter, he mentioned seeing Ralph Moe and Ken Dunbar, adjusters of Fire Companies Adjustment Bureau, who were in Manila on an assignment inspecting property involved in war damage losses.



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MY 10TH YEAR—SERVING WEST TEXAS

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MOTOR

Bank-Agent Plan Is in Operation at Tulsa

Tulsa banks and the Tulsa Insurance Board are now advertising the advantages of financing the purchase of automobiles through local banks and the buying of automobile insurance from local agents. The banks are cooperating enthusiastically.

The first piece of publicity for insertion in all outgoing mail was made ready for September mailings and 62,500 copies will reach the public. A second is planned for December.

The cost is allocated in proportion to the material used, each agent and bank being free to determine its own requirements. The banks bore 69% of the initial cost.

Under this plan the banks compete among themselves in offering their services to borrowers, being free to make their loan plans as flexible as they desire to fit the needs of an individual borrower. And the local agents confine themselves to the solicitation of insurance on cars to be purchased on installments.

Claiborne W. Davis was chairman of the agents insurance committee that worked out the plan with the banks.

CHICAGO

(CONTINUED FROM PAGE 10)

\$741,894 last year, gain 3.75%. Three exchanges reported \$11,451 compared to \$37,386 last year.

Aggregate figures for the three types of carriers thus show a total premium subject to the 2% tax imposed by the city for maintenance of the fire department to have been \$14,166,178 compared to their reported total of \$12,662,657 last year.

The tabulation of net fire premiums for the fiscal years ended June 30, 1945, 1944 and 1943 is:

STOCK COMPANIES

	1945	1944	1943
Alliance	95,845	75,238	90,925
Amer. Alliance	62,817	60,893	63,173
Alliance Assur.	17	27	50
Amer. Central	83,459	92,049	92,614
Am. Druggists	46,811	44,342	43,114
Amer. Eagle	108,288	86,130	106,928
Amer. Home	26,844	23,249	22,931
Amer. & For.	13,257	5,696	9,784
American, N. J.	226,009	204,465	201,701
American, Tex.	19,793	10,474	4,193
Anchor	21,664	17,559	10,516
Assoc. F. & M.	3,192	9,174	9,531
Atlas Assur.	111,740	97,605	94,537
Bank & Ship	59,736	53,506	61,090
Birmingham, Pa.	76,446	38,255	36,751
Brit. & For.	4,075	1,076	945
Boston	41,439	39,596	45,604
Buffalo	43,729	42,383	44,298
Caled.-Amer.	69,405	66,213	48,138
California	40,542	34,824	36,329
Calvert	3,528	6,294	7,360
Cent. Sur. Fire	527	582	569
Citizens	85,112	52,134	54,125
Camden	74,402	85,370	79,968
Charter Oak	31,019	41,162	41,126
Central, Md.	43,419	29,623	31,122
Central States	57,363	47,310	49,029
Columbia, O.	105,728	85,985	87,081
Commerce	32,237	27,538	25,787
Com. Un., Eng.	130,541	145,038	128,360
Com. Un., N. Y.	21,326	16,734	22,492
Continental	330,243	324,207	407,751
Concordia	86,692	79,776	59,544
Connecticut	168,024	170,973	199,333
Country Fire	2,830	2,305	6,615
Dixie	52,136	59,298	44,156
Dubuque F. & M.	133,348	127,469	133,510
Employers	112,011	102,447	92,074
Emmco	20,646	13,215	7,118
Empire State	60,363	50,829	35,501
Equit. F. & M.	99,193	116,306	132,449
Eureka-Sec.	55,950	56,973	48,848
Excelsior	6,968	5,426	6,473
Fact. Ins. Assn.	130,253	107,246	342,953
Farmers, Pa.	25,331	24,744	28,912
Federal	40,628	39,559	42,883
Firemen's	283,059	245,119	187,711
First Amer.	115,724	89,974	75,007
Fidel.-Phenix	245,597	241,379	262,104
Fire Assn.	135,912	135,573	151,861
First Natl.	41,574	63,736	71,541
Fireman's Fund	287,404	214,546	250,785
Franklin Nat.	37,889	43,207	23,590
Fulton	62,911	53,058	43,802
General Seattle	145,905	125,775	107,582
Gilard F. & M.	184,204	160,268	160,725
Glens Falls	173,193	184,137	185,340
Globe & Rutgers	76,028	62,738	43,334
Granite State	39,142	37,034	36,338
Great Amer.	194,082	196,340	193,116
Gulf	2,654	5,587	18,463

	1945	1944	1943
Halifax	4,433	8,327	9,146
Hartford	499,737	414,523	403,151
Home F. & M.	114,819	94,140	83,036
Imperial Assur.	142,534	140,512	112,539
Jersey	59,880	50,277	55,687
Kan. Cy. F. & M.	129	2,228	1,396
L. & L. & G.	227,527	193,260	227,272
Law Un. & Rock	77,248	74,570	79,846
Lond. & Prov.	21,521	17,745	18,004
Lond. & Lanc.	152,568	167,678	163,441
Lond. & Scot.	15,659	14,566	13,956
Lumberm. Pa.	30,628	28,290	24,284
Mass. F. & M.	84,062	61,083	39,186
Manufac. Fire	22,244	3,772	8,628
Marine	1,895	1,804	1,856
Maryland	55,982	45,109	42,280
Mich. F. & M.	93,802	76,756	68,638
Milw. Mech.	240,440	217,026	203,335
Mpls. F. & M.	88,305	104,633	105,934
Mech. & Trad.	77,491	62,497	59,033
Merchants, Colo.	37,302	39,025	44,714
Mercury	130,838	130,980	109,729
Monarch	69,144	54,273	30,894
Motors	3,249	4,402	7,288
Mt. Beacon	17	45	111
Nat. Ben-Frank.	35,109	31,163	39,208
National, Conn.	497,447	423,439	414,115
Natl. Security	25,985	21,526	28,913
National Union	132,286	145,043	137,129
Newark	94,897	57,652	59,159
New England	59,248	29,916	38,601
New Hamp.	37,302	39,025	44,714
N. Y. Und.	9,579	92,070	95,220
Niagara	232,579	207,379	178,141
No. America	434,014	331,757	563,157
N. W. National	431,099	396,911	357,664
Ohio Casualty	1,678	1,655	1,877
Ohio Farmers	13,854	18,318	4,546
Old Colony	19,209	20,558	19,463
Orient	152,274	132,991	136,419
Pacific	84,887	92,069	104,071
Pacific Natl.	94,183	80,263	97,618
Palatine	70	2,416	758
Pearl	209,853	170,486	169,217
Phila. F. & M.	79,629	74,548	85,994
Phila. Nat.	25,356	19,648	17,342
Phoenix, Conn.	150,015	144,386	155,605
Piedmont	50,596	47,957	21,919
Potomac	73,003	71,096	55,595
Prov. Wash.	179,750	154,056	126,703
Provident	45,014	37,141	33,260
Quak. Cy. F. & M.	15,206	15,590	14,275
Queen	138,824	119,324	123,834
Reliance	61,394	46,934	46,305
Republic, Tex.	132,876	75,024	57,220
Rhode Island	159,434	110,566	59,090
Roch. Amer.	30,621	20,235	8,485
Royal	259,249	160,456	319,297
Royal Exch.	114,305	123,638	102,491
Safeguard	47,884	46,122	40,574
St. Paul F. & M.	228,130	192,141	192,678
Sea	2,028	1,415	2,446
Seaboard F. & M.	37,373	38,105	32,650
Security Natl.	25,131	15,652	1,831
Sentinel	31,709	35,281	38,723
Springfield	303,957	270,170	286,020
Stand. Marine	5,111	4,467	5,530
Standard, N. J.	48,028	37,337	33,192
Standard, N. Y.	353,593	330,022	306,871
Star	73,542	73,761	41,736
State of Pa.	47,753	45,157	35,005
Transcont.	194,450	110,102	55,844
Travelers Fire	230,329	243,384	258,555
Union Assur.	9,972	5,484	10,943
Union, Canton.	18,357	14,536	10,836
Un. Mar. & Gen.	11,760	28,921	21,612
Utah Home	58,853	44,883	7,657
Virginia F. & M.	22,135	22,135	22,135
Western, Kan.	20,992	19,667	15,531
Western Nat.	80,662	53,247	...
Yorkshire	138,538	109,648	98,242
Zurich Fire	1,100	2,438	2,468

*Reporting for Equitable, Springfield.

Sun, York, York, Automobile, Standard of

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delity, Phenix, First American, Employ-

ers, Firemen's, Milwaukee, Merchants,

Hanover, Sentinel, U. S. Fire, Hartford,

New Hampshire, Connecticut, London &

Lancashire and National Union.

MUTUALS

Allied Amer....	10,803	13,210	10,676
Akwright	4,845	5,068	4,844
Atlantic	53,119	51,730	45,438
Auto. R.	1,250	1,390	1,446
Badger	55,952	48,536	50,038
Berkshire	9,012	2,881	2,289
Blackstone	10,400	5,657	7,405
Boston Mfrs....	12,791	9,144	8,299
Central Mfrs....	78,760	38,462	54,969
Cot. & W. Mfrs.	3,520	4,110	4,154
Fall River.....	3,295	2,355	2,138
Federal, Mass..	11	50	138
Firemen's R. L.	52,993	106,383	67,991
Grain Dealers ..	20,273	9,376	17,448
Hardw. Dealers ..	31,283	33,127	35,711
Hardw. Minn....	3,054	8,278	1,287
Impl. Dealers ...	356	522	1,107
Iowa Hdq.	359	522	1,107
Lumber, Mass. ...	20,320	10,028	17,667
Lumbermen's O. ...	20,212	11,892	18,811
Manufacturers ...	110,601	101,783	81,345
Market Men's....	6,139	6,084	6,083
Mich. Millers ...	19,707	10,610	18,701
Mt. Owners, Ia. ...	27,778	19,418	18,717
Millers, Pa.	8,417	4,491	8,512
Millers, Tex.	12,240	5,760	12,292
Mut. Im. & Hdq. ...	31,293		
Natl. Jewelers ...	1,858	1,379	1,739
N. W. Mutual.	18,967	22,030	26,159
Ohio Hdq.	564	787	1,351
Pa. Lumberm.	18,977	15,087	20,136
Pa. Millers	17,782	10,682	17,068
Pa. Packet	1,765	1,207	1,207
Phila. Mfrs.	16,837	16,694	16,307
Union, R. I.	67,160	72,427	70,745
United	74,037	77,088	99,213
Worcester Mfrs. ...	3,295	2,355	2,138
Workmen's	11,821	11,768	11,201

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ESTABLISHED 1911



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—says Mother. And she does, too, because she knows how quickly plain, ordinary water can ruin ceilings, wallpaper and floors. Of course, she'll stop worrying the minute she knows that house and contents are insured against water damage.

"Ooh! Suppose a thief gets my bike?"

Bicycles, jewelry, money, silverware, furs . . . there's plenty of valuable property around your house to tempt thieves and burglars. So every member of the family—and your guests and servants, too, need the protection of Residence and Outside Theft insurance. Is it included in the "All-in-One" policy? Sure is!



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